

# 2017 Annual Statistical Review and Highlights

# Contents

|  |    |
|--|----|
| 2017 Highlights .....                      | 2  |
| NWMLS Profile .....                        | 3  |
| Sales—Prices by County (map) .....         | 3  |
| New Listings                               |    |
| Single Family Homes + Condos .....         | 4  |
| 2017 vs 2016 .....                         | 6  |
| Total Active Listings                      |    |
| Single Family Homes + Condos .....         | 7  |
| Number of Listings Since 2005 .....        | 8  |
| Pending Sales                              |    |
| Single Family Homes + Condos .....         | 9  |
| Number of Pending Sales Since 2005 .....   | 10 |
| Single Family Homes Only .....             | 11 |
| Condos Only .....                          | 12 |
| Ratio of SFH to Condos .....               | 13 |
| Month's Supply                             |    |
| Single Family Homes + Condos .....         | 14 |
| Closed Sales: Units and Prices             |    |
| Single Family Homes + Condos .....         | 19 |
| Dollar Volume .....                        | 20 |
| Median Prices—2017 vs 2016 .....           | 20 |
| Closing Prices By County/Area—             |    |
| Single Family Homes Only .....             | 22 |
| Distribution of Sales                      |    |
| By Number of Bedrooms .....                | 23 |
| Prices—2017 vs 2016 .....                  | 24 |
| Closed Sales—Units                         |    |
| Single Family Homes .....                  | 25 |
| Dollar Volume .....                        | 26 |
| Prices Comparison by County                |    |
| 3-Bedroom Homes .....                      | 27 |
| New Construction                           |    |
| Units and Median Prices .....              | 28 |
| Single Family Homes vs Condos .....        | 29 |
| Summary of Condo Sales .....               | 30 |
| High End Property Sales by County .....    | 31 |
| Average Prices Since 1989                  |    |
| Single Family Homes + Condos .....         | 32 |
| Single Family Homes Only .....             | 33 |
| Condos Only .....                          | 33 |
| Median Prices since 2007                   |    |
| Single Family Homes Only .....             | 34 |
| Price Comparison by School Districts ..... | 36 |
| Index of NWMLS Map Area Numbers .....      | 38 |

# 2017 Highlights

## Closed sales:

Northwest MLS broker members reported 99,345 closed sales valued at more than \$46.5 billion **(p. 26)**.

## Median price:

In 2017, the median price for closed sales of single family homes and condos system-wide was \$370,000. By county, the median ranged from \$133,000 in Ferry Co. to \$562,000 in King Co **(p. 19)**.

## New listings:

MLS members added 114,297 new listings during the year, a slight gain (+1,040) over 2016 **(p. 4)**.

## Months of supply:

Inventory, as measured by months of supply, was well below the level of a “balanced market” all year, with less than one month of supply near many urban job centers **(p. 17)**.

## Highest prices:

Among 23 counties in the MLS service area, King County had the highest median price for single family homes (\$627,000), a jump of more than 14.4% from the previous year **(p. 20)**.

## New construction:

Newly-built homes accounted for about 11.1 percent of sales during 2017. The median price for new construction single family homes was \$524,900; for new condos it was \$554,950 (new condos in downtown Seattle fetched more than \$1.2 million) **(p. 28)**.

## Peak activity time:

New listing activity peaked in June **(p. 4)**, while pending sales (mutually accepted offers) hit the highest monthly total in May **(p. 9)**.

## Condos:

Condos accounted for about 13.6 percent of all sales during 2017, with approximately six of every 10 condo sales occurring in King County **(p. 13)**.

## Prices, 3 BR homes:

A comparison of prices for 3-bedroom homes shows wide ranges across the MLS market area, topped by San Juan County where the median price was \$600,000. At the other end of the spectrum, the typical 3-bedroom home in Douglas County had a median price of \$178,650 **(p. 27)**.

## Prices, school districts:

In three school districts, median prices for single family homes topped \$1 million, led by Mercer Island at \$1,546,000 **(p. 36)**.

## Luxury sales:

MLS members sold 5,727 single family homes priced at \$1 million or higher (including 43 that sold for \$5 million and up), and 2,604 condos priced at more than a half-million dollars. The most expensive home, located in Medina, commanded more than \$23 million **(p. 31)**.

## Northwest MLS members:

This report reflects the work of more than 28,000 brokers in nearly 2,100 member companies **(p. 3)**.



# NWMLS Profile

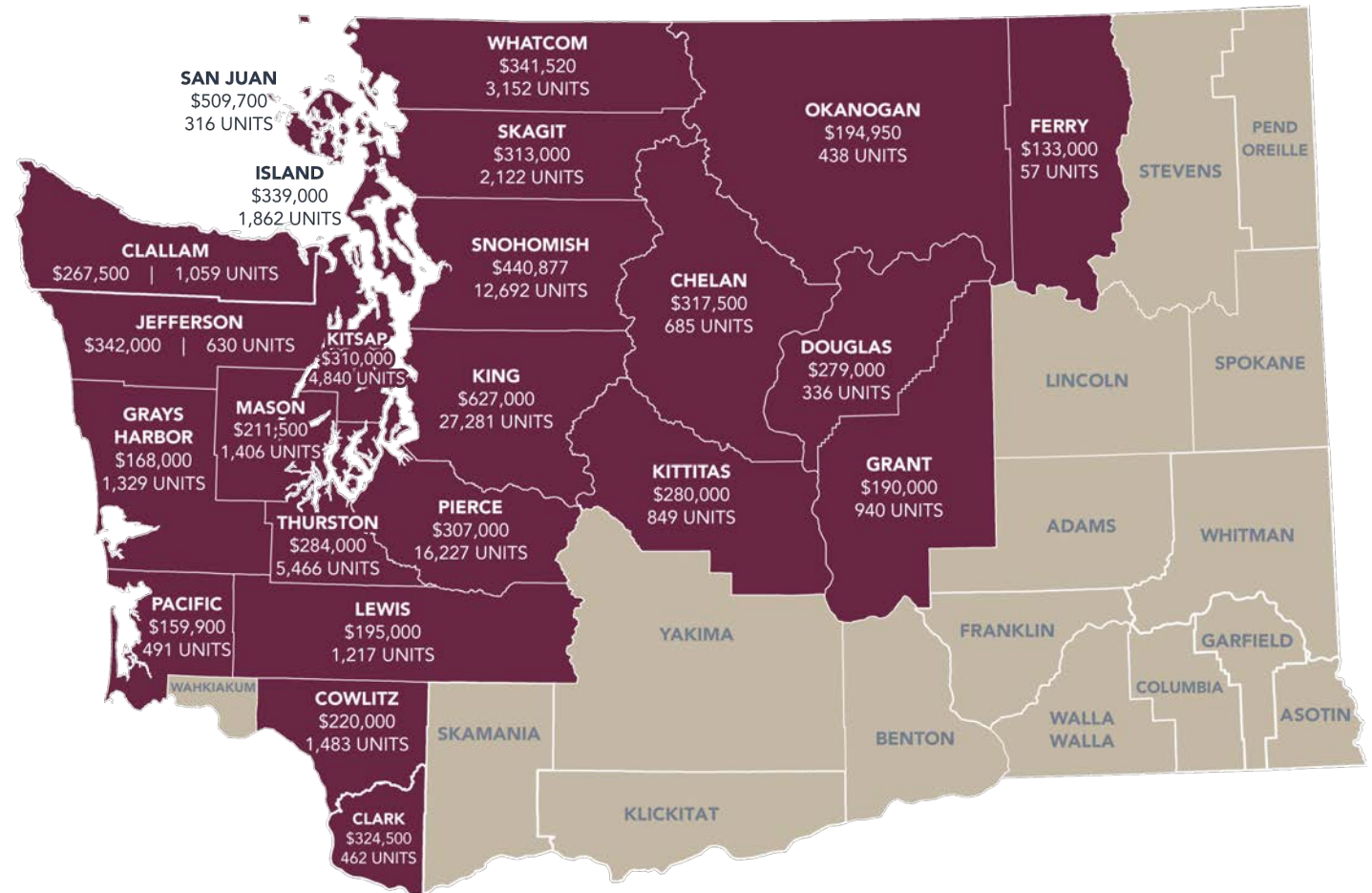
By county as of 12/31/17

- Member companies **2,081**
- Brokers **27,930**
- Counties **23**
- Total sales volume **\$46.5 Billion**

| County       | Companies | Offices | Brokers |
|--------------|-----------|---------|---------|
| King         | 911       | 1,008   | 14,825  |
| Snohomish    | 247       | 267     | 3,531   |
| Pierce       | 279       | 305     | 3,645   |
| Kitsap       | 87        | 95      | 840     |
| Mason        | 16        | 17      | 147     |
| Skagit       | 47        | 50      | 475     |
| Grays Harbor | 28        | 29      | 163     |
| Lewis        | 23        | 24      | 158     |
| Cowlitz      | 25        | 25      | 203     |
| Grant        | 25        | 28      | 184     |
| Thurston     | 85        | 86      | 928     |
| San Juan     | 13        | 13      | 120     |
| Island       | 34        | 41      | 318     |
| Kittitas     | 21        | 24      | 136     |
| Jefferson    | 13        | 14      | 125     |
| Okanogan     | 22        | 25      | 74      |
| Whatcom      | 73        | 85      | 1,038   |
| Clark        | 46        | 46      | 330     |
| Pacific      | 10        | 14      | 78      |
| Ferry        | 03        | 03      | 07      |
| Clallam      | 24        | 26      | 202     |
| Chelan       | 23        | 29      | 286     |
| Douglas      | 01        | 01      | 14      |
| Out of Area  | 25        | 25      | 103     |
| Total        | 2,081     | 2,280   | 27,930  |

## 2017 Median Prices by County

Closed Sales, Single Family Homes Only

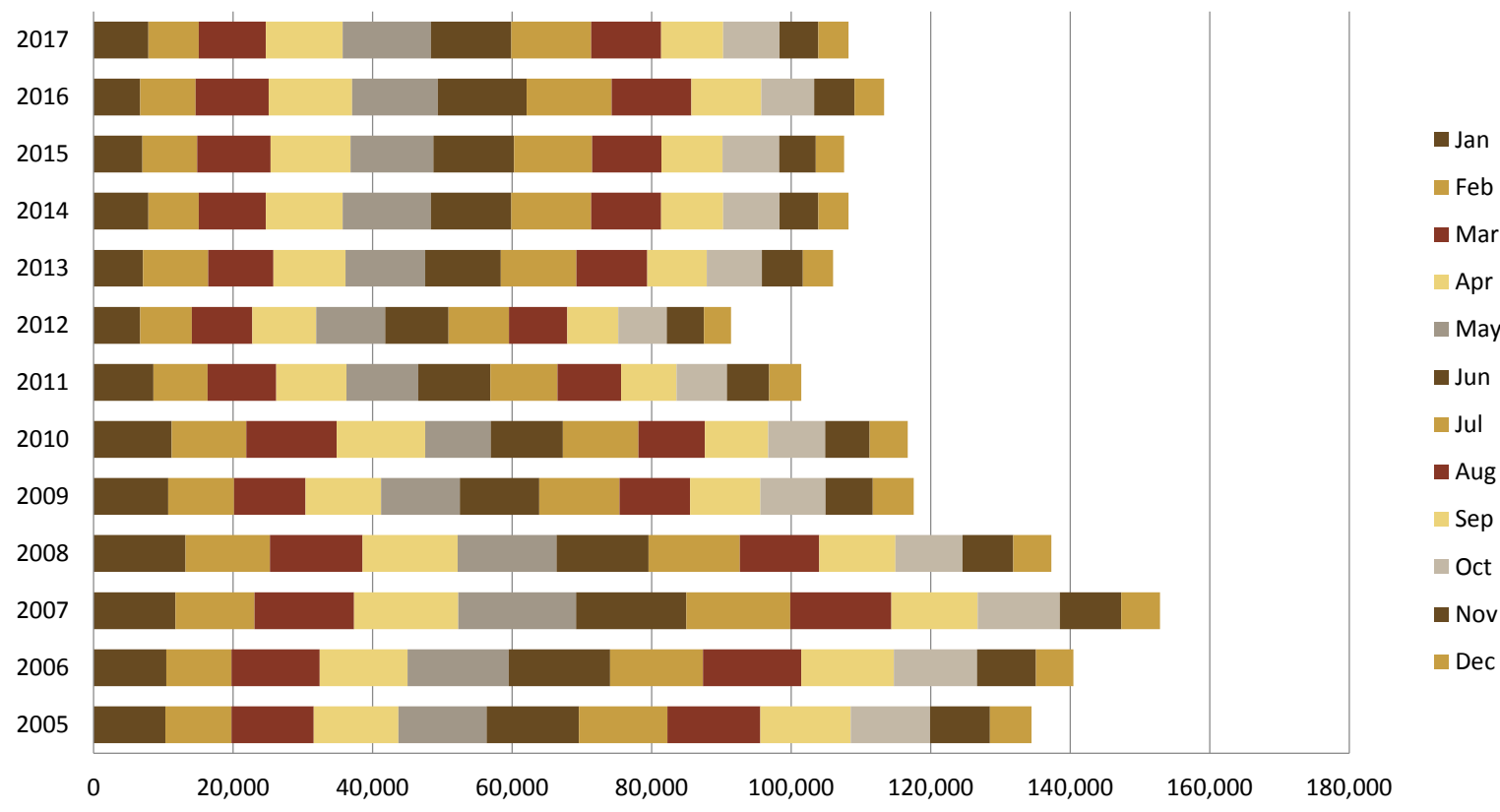


## 2017 SINGLE FAMILY HOMES + CONDOMINIUMS

|              | Jan   | Feb   | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sept   | Oct   | Nov   | Dec   | 2017    | 2016    | % chg   |
|--------------|-------|-------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|---------|---------|---------|
| King         | 2,272 | 2,389 | 3,719  | 3,676  | 4,484  | 4,769  | 4,191  | 3,933  | 3,856  | 3,088 | 2,102 | 1,165 | 39,644  | 40,766  | -2.75%  |
| Snohomish    | 999   | 1,083 | 1,537  | 1,522  | 2,108  | 2,135  | 1,876  | 1,886  | 1,594  | 1,284 | 924   | 614   | 17,562  | 17,648  | -0.49%  |
| Pierce       | 1,141 | 1,217 | 1,815  | 1,762  | 2,235  | 2,295  | 2,097  | 1,959  | 1,669  | 1,441 | 1,035 | 872   | 19,538  | 18,790  | 3.98%   |
| Kitsap       | 365   | 319   | 453    | 500    | 660    | 658    | 638    | 565    | 491    | 403   | 332   | 207   | 5,591   | 5,761   | -2.95%  |
| Mason        | 88    | 94    | 157    | 178    | 226    | 200    | 213    | 176    | 134    | 100   | 73    | 55    | 1,694   | 1,606   | 5.48%   |
| Skagit       | 144   | 183   | 238    | 246    | 307    | 338    | 286    | 308    | 218    | 175   | 121   | 80    | 2,644   | 2,636   | 0.30%   |
| Grays Harbor | 139   | 88    | 145    | 166    | 226    | 208    | 207    | 187    | 140    | 122   | 107   | 70    | 1,805   | 1,725   | 4.64%   |
| Lewis        | 93    | 98    | 111    | 156    | 193    | 179    | 179    | 147    | 120    | 124   | 85    | 64    | 1,549   | 1,351   | 14.66%  |
| Cowlitz      | 72    | 100   | 163    | 160    | 217    | 204    | 185    | 212    | 145    | 161   | 101   | 71    | 1,791   | 1,595   | 12.29%  |
| Grant        | 54    | 59    | 134    | 152    | 154    | 137    | 130    | 126    | 106    | 94    | 67    | 46    | 1,259   | 1,214   | 3.71%   |
| Thurston     | 395   | 379   | 575    | 586    | 728    | 708    | 673    | 646    | 476    | 455   | 334   | 247   | 6,202   | 6,052   | 2.48%   |
| San Juan     | 19    | 28    | 44     | 60     | 70     | 54     | 54     | 62     | 25     | 22    | 20    | 18    | 476     | 469     | 1.49%   |
| Island       | 141   | 146   | 197    | 233    | 301    | 274    | 246    | 243    | 179    | 165   | 115   | 83    | 2,323   | 2,308   | 0.65%   |
| Kittitas     | 47    | 55    | 99     | 135    | 181    | 145    | 136    | 129    | 80     | 69    | 60    | 39    | 1,175   | 1,069   | 9.92%   |
| Jefferson    | 55    | 43    | 65     | 86     | 103    | 123    | 94     | 89     | 66     | 49    | 38    | 21    | 832     | 868     | -4.15%  |
| Okanogan     | 25    | 27    | 46     | 65     | 120    | 102    | 71     | 73     | 48     | 37    | 28    | 18    | 660     | 684     | -3.51%  |
| Whatcom      | 230   | 246   | 390    | 474    | 572    | 568    | 498    | 524    | 353    | 313   | 247   | 174   | 4,589   | 4,463   | 2.82%   |
| Clark        | 27    | 32    | 37     | 48     | 54     | 68     | 66     | 68     | 75     | 65    | 51    | 24    | 615     | 525     | 17.14%  |
| Pacific      | 53    | 46    | 65     | 63     | 98     | 79     | 64     | 84     | 43     | 44    | 44    | 31    | 714     | 703     | 1.56%   |
| Ferry        | 3     | 5     | 5      | 7      | 11     | 9      | 8      | 15     | 8      | 4     | 1     | 3     | 79      | 98      | -19.39% |
| Clallam      | 67    | 81    | 122    | 156    | 144    | 167    | 148    | 131    | 120    | 85    | 66    | 52    | 1,339   | 1,007   | 32.97%  |
| Chelan       | 44    | 56    | 96     | 91     | 145    | 115    | 99     | 116    | 68     | 75    | 60    | 38    | 1,003   | 1,047   | -4.20%  |
| Douglas      | 12    | 38    | 41     | 45     | 61     | 51     | 62     | 36     | 42     | 45    | 45    | 30    | 508     | 458     | 10.92%  |
| Others       | 22    | 36    | 67     | 81     | 99     | 72     | 79     | 66     | 64     | 46    | 42    | 31    | 705     | 462     | 52.60%  |
| Total        | 6,507 | 6,848 | 10,321 | 10,648 | 13,497 | 13,658 | 12,300 | 11,781 | 10,120 | 8,466 | 6,098 | 4,053 | 114,297 | 113,305 | 0.88%   |

|      | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sept   | Oct    | Nov   | Dec   | YTD     | Average/Mo. |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|---------|-------------|
| 2005 | 10,266 | 9,487  | 11,808 | 12,116 | 12,684 | 13,228 | 12,652 | 13,358 | 12,929 | 11,405 | 8,560 | 5,969 | 134,462 | 11,205      |
| 2006 | 10,436 | 9,327  | 12,639 | 12,594 | 14,505 | 14,541 | 13,319 | 14,077 | 13,291 | 11,910 | 8,453 | 5,357 | 140,449 | 11,704      |
| 2007 | 11,719 | 11,333 | 14,281 | 14,930 | 16,888 | 15,818 | 14,875 | 14,500 | 12,385 | 11,785 | 8,805 | 5,543 | 152,862 | 12,739      |
| 2008 | 13,186 | 12,104 | 13,274 | 13,607 | 14,176 | 13,187 | 13,093 | 11,415 | 10,889 | 9,647  | 7,270 | 5,430 | 137,278 | 11,440      |
| 2009 | 10,713 | 9,421  | 10,252 | 10,824 | 11,278 | 11,410 | 11,481 | 10,132 | 10,054 | 9,344  | 6,801 | 5,873 | 117,583 | 9,799       |
| 2010 | 11,206 | 10,663 | 12,994 | 12,664 | 9,385  | 10,354 | 10,850 | 9,533  | 9,038  | 8,212  | 6,340 | 5,460 | 116,699 | 9,725       |
| 2011 | 8,556  | 7,793  | 9,812  | 10,083 | 10,293 | 10,334 | 9,626  | 9,128  | 7,923  | 7,235  | 6,043 | 4,604 | 101,430 | 8,453       |
| 2012 | 6,666  | 7,390  | 8,710  | 9,166  | 9,861  | 9,104  | 8,632  | 8,379  | 7,300  | 6,979  | 5,315 | 3,857 | 91,359  | 7,613       |
| 2013 | 7,096  | 9,327  | 9,332  | 10,351 | 11,445 | 10,806 | 10,860 | 10,172 | 8,529  | 7,894  | 5,853 | 4,333 | 105,998 | 8,833       |
| 2014 | 7,852  | 7,234  | 9,598  | 11,043 | 12,605 | 11,541 | 11,437 | 10,054 | 8,878  | 8,102  | 5,521 | 4,367 | 108,232 | 9,019       |
| 2015 | 6,989  | 7,852  | 10,505 | 11,495 | 11,862 | 11,581 | 11,198 | 9,921  | 8,772  | 8,094  | 5,268 | 4,041 | 107,578 | 8,965       |
| 2016 | 6,670  | 7,931  | 10,511 | 11,939 | 12,272 | 12,759 | 12,178 | 11,411 | 10,047 | 7,591  | 5,779 | 4,217 | 113,305 | 9,442       |
| 2017 | 7,852  | 7,234  | 9,598  | 11,043 | 12,605 | 11,541 | 11,437 | 10,054 | 8,878  | 8,102  | 5,521 | 4,367 | 108,232 | 9,019       |

New Listings 2005–2017



## 2017 VS 2016 SINGLE FAMILY HOMES + CONDOMINIUMS

|              | Jan           |       | Feb            |       | Mar           |        | Apr            |        | May          |        | Jun          |        | Jul          |        | Aug          |        | Sept         |        | Oct           |       | Nov          |       | Dec           |       |
|--------------|---------------|-------|----------------|-------|---------------|--------|----------------|--------|--------------|--------|--------------|--------|--------------|--------|--------------|--------|--------------|--------|---------------|-------|--------------|-------|---------------|-------|
|              | 2017          | 2016  | 2017           | 2016  | 2017          | 2016   | 2017           | 2016   | 2017         | 2016   | 2017         | 2016   | 2017         | 2016   | 2017         | 2016   | 2017         | 2016   | 2017          | 2016  | 2017         | 2016  | 2017          | 2016  |
| King         | 2,272         | 2,407 | 2,389          | 2,791 | 3,719         | 3,839  | 3,676          | 4,236  | 4,484        | 4,334  | 4,769        | 4,767  | 4,191        | 4,385  | 3,933        | 3,953  | 3,856        | 4,001  | 3,088         | 2,739 | 2,102        | 1,958 | 1,165         | 1,329 |
| Snohomish    | 999           | 1,067 | 1,083          | 1,272 | 1,537         | 1,621  | 1,522          | 1,813  | 2,108        | 1,862  | 2,135        | 1,927  | 1,876        | 1,877  | 1,886        | 1,826  | 1,594        | 1,625  | 1,284         | 1,161 | 924          | 939   | 614           | 658   |
| Pierce       | 1,141         | 1,124 | 1,217          | 1,313 | 1,815         | 1,697  | 1,762          | 1,939  | 2,235        | 1,989  | 2,295        | 2,015  | 2,097        | 2,057  | 1,959        | 1,975  | 1,669        | 1,524  | 1,441         | 1,326 | 1,035        | 1,016 | 872           | 807   |
| Kitsap       | 365           | 339   | 319            | 407   | 453           | 482    | 500            | 568    | 660          | 608    | 658          | 616    | 638          | 654    | 565          | 591    | 491          | 493    | 403           | 423   | 332          | 330   | 207           | 249   |
| Mason        | 88            | 94    | 94             | 121   | 157           | 138    | 178            | 173    | 226          | 217    | 200          | 179    | 213          | 180    | 176          | 148    | 134          | 118    | 100           | 91    | 73           | 95    | 55            | 52    |
| Skagit       | 144           | 129   | 183            | 200   | 238           | 257    | 246            | 287    | 307          | 290    | 338          | 279    | 286          | 282    | 308          | 286    | 218          | 233    | 175           | 164   | 121          | 124   | 80            | 105   |
| Grays Harbor | 139           | 114   | 88             | 124   | 145           | 162    | 166            | 198    | 226          | 188    | 208          | 185    | 207          | 195    | 187          | 177    | 140          | 127    | 122           | 91    | 107          | 85    | 70            | 79    |
| Lewis        | 93            | 79    | 98             | 128   | 111           | 132    | 156            | 136    | 193          | 164    | 179          | 135    | 179          | 138    | 147          | 130    | 120          | 92     | 124           | 85    | 85           | 80    | 64            | 52    |
| Cowlitz      | 72            | 106   | 100            | 103   | 163           | 130    | 160            | 171    | 217          | 171    | 204          | 191    | 185          | 157    | 212          | 177    | 145          | 128    | 161           | 121   | 101          | 64    | 71            | 75    |
| Grant        | 54            | 68    | 59             | 103   | 134           | 117    | 152            | 141    | 154          | 137    | 137          | 121    | 130          | 117    | 126          | 127    | 106          | 90     | 94            | 88    | 67           | 61    | 46            | 44    |
| Thurston     | 395           | 359   | 379            | 416   | 575           | 520    | 586            | 640    | 728          | 669    | 708          | 708    | 673          | 687    | 646          | 617    | 476          | 494    | 455           | 374   | 334          | 326   | 247           | 242   |
| San Juan     | 19            | 19    | 28             | 32    | 44            | 35     | 60             | 87     | 70           | 63     | 54           | 49     | 54           | 58     | 62           | 52     | 25           | 17     | 22            | 28    | 20           | 16    | 18            | 13    |
| Island       | 141           | 114   | 146            | 147   | 197           | 241    | 233            | 281    | 301          | 258    | 274          | 258    | 246          | 240    | 243          | 231    | 179          | 196    | 165           | 152   | 115          | 112   | 83            | 78    |
| Kittitas     | 47            | 38    | 55             | 72    | 99            | 113    | 135            | 116    | 181          | 146    | 145          | 131    | 136          | 119    | 129          | 111    | 80           | 75     | 69            | 63    | 60           | 46    | 39            | 39    |
| Jefferson    | 55            | 38    | 43             | 54    | 65            | 74     | 86             | 107    | 103          | 104    | 123          | 108    | 94           | 82     | 89           | 76     | 66           | 56     | 49            | 97    | 38           | 42    | 21            | 30    |
| Okanogan     | 25            | 22    | 27             | 35    | 46            | 69     | 65             | 92     | 120          | 120    | 102          | 91     | 71           | 73     | 73           | 51     | 48           | 50     | 37            | 26    | 28           | 29    | 18            | 26    |
| Whatcom      | 230           | 297   | 246            | 338   | 390           | 445    | 474            | 493    | 572          | 474    | 568          | 524    | 498          | 455    | 524          | 432    | 353          | 348    | 313           | 270   | 247          | 215   | 174           | 172   |
| Clark        | 27            | 42    | 32             | 24    | 37            | 37     | 48             | 59     | 54           | 50     | 68           | 60     | 66           | 60     | 68           | 51     | 75           | 45     | 65            | 44    | 51           | 29    | 24            | 24    |
| Pacific      | 53            | 44    | 46             | 45    | 65            | 86     | 63             | 82     | 98           | 84     | 79           | 82     | 64           | 84     | 84           | 67     | 43           | 40     | 44            | 26    | 44           | 35    | 31            | 28    |
| Ferry        | 3             | 2     | 5              | 8     | 5             | 14     | 7              | 17     | 11           | 8      | 9            | 8      | 8            | 8      | 15           | 9      | 8            | 3      | 4             | 14    | 1            | 5     | 3             | 2     |
| Clallam      | 67            | 49    | 81             | 58    | 122           | 87     | 156            | 96     | 144          | 106    | 167          | 112    | 148          | 111    | 131          | 108    | 120          | 108    | 85            | 67    | 66           | 62    | 52            | 43    |
| Chelan       | 44            | 62    | 56             | 68    | 96            | 109    | 91             | 118    | 145          | 128    | 115          | 124    | 99           | 74     | 116          | 121    | 68           | 87     | 75            | 64    | 60           | 54    | 38            | 38    |
| Douglas      | 12            | 30    | 38             | 32    | 41            | 64     | 45             | 44     | 61           | 56     | 51           | 37     | 62           | 43     | 36           | 48     | 42           | 37     | 45            | 30    | 45           | 18    | 30            | 19    |
| Others       | 22            | 27    | 36             | 40    | 67            | 42     | 81             | 45     | 99           | 46     | 72           | 52     | 79           | 42     | 66           | 47     | 64           | 42     | 46            | 31    | 42           | 35    | 31            | 13    |
| Total        | 6,507         | 6,670 | 6,848          | 7,931 | 10,321        | 10,511 | 10,648         | 11,939 | 13,497       | 12,272 | 13,658       | 12,759 | 12,300       | 12,178 | 11,781       | 11,411 | 10,120       | 10,029 | 8,466         | 7,575 | 6,098        | 5,776 | 4,053         | 4,217 |
| % change     | <b>-2.44%</b> |       | <b>-13.66%</b> |       | <b>-1.81%</b> |        | <b>-10.81%</b> |        | <b>9.98%</b> |        | <b>7.05%</b> |        | <b>1.00%</b> |        | <b>3.24%</b> |        | <b>0.91%</b> |        | <b>11.76%</b> |       | <b>5.57%</b> |       | <b>-3.89%</b> |       |

## 2017 SINGLE FAMILY HOMES + CONDOMINIUMS

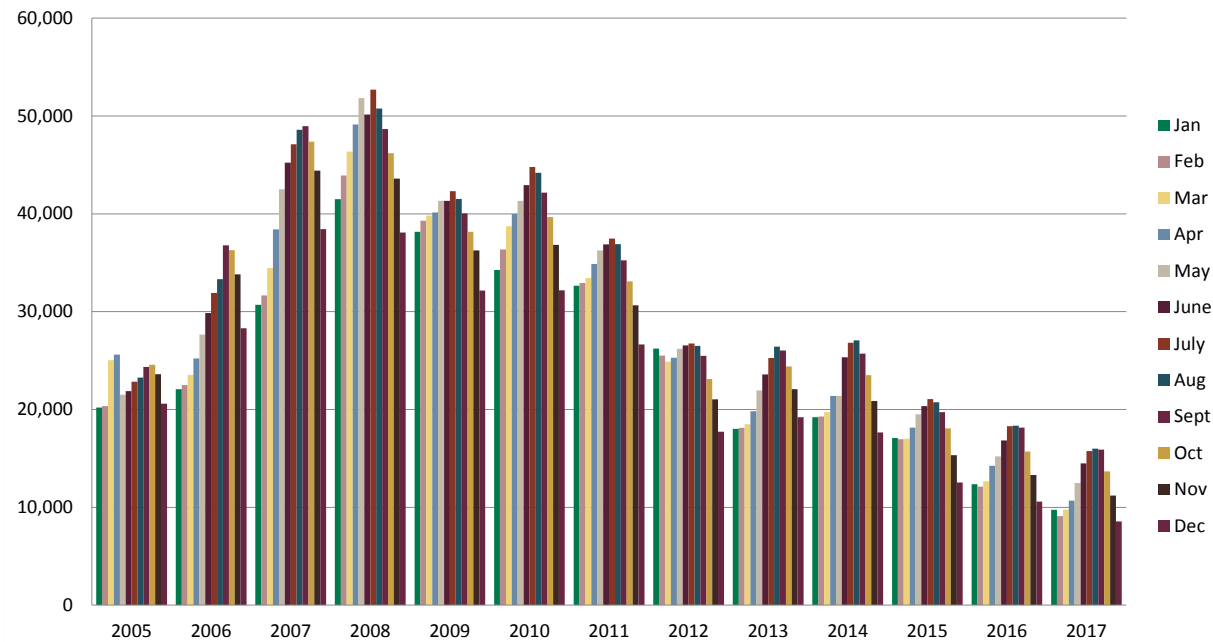
|              | Jan   | Feb   | Mar   | Apr    | May    | Jun    | Jul    | Aug    | Sept   | Oct    | Nov    | Dec   | Avg    |
|--------------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--------|
| King         | 1,885 | 1,729 | 2,100 | 2,281  | 2,568  | 3,055  | 3,465  | 3,329  | 3,693  | 3,108  | 2,234  | 1,374 | 2,568  |
| Snohomish    | 888   | 840   | 892   | 1,004  | 1,275  | 1,580  | 1,759  | 1,830  | 1,850  | 1,476  | 1,100  | 709   | 1,267  |
| Pierce       | 1,575 | 1,416 | 1,533 | 1,604  | 1,897  | 2,326  | 2,499  | 2,555  | 2,556  | 2,204  | 1,830  | 1,500 | 1,958  |
| Kitsap       | 609   | 540   | 547   | 588    | 671    | 765    | 812    | 788    | 757    | 629    | 539    | 397   | 637    |
| Mason        | 284   | 263   | 265   | 292    | 346    | 360    | 400    | 395    | 383    | 344    | 281    | 229   | 320    |
| Skagit       | 329   | 299   | 319   | 327    | 362    | 442    | 465    | 539    | 508    | 462    | 393    | 308   | 396    |
| Grays Harbor | 413   | 387   | 396   | 396    | 443    | 477    | 511    | 515    | 469    | 409    | 386    | 336   | 428    |
| Lewis        | 263   | 243   | 220   | 240    | 304    | 341    | 369    | 390    | 378    | 333    | 319    | 274   | 306    |
| Cowlitz      | 156   | 143   | 166   | 183    | 208    | 232    | 281    | 327    | 289    | 294    | 259    | 219   | 230    |
| Grant        | 298   | 274   | 286   | 323    | 341    | 360    | 383    | 382    | 345    | 300    | 278    | 252   | 319    |
| Thurston     | 640   | 577   | 575   | 606    | 672    | 773    | 862    | 885    | 797    | 711    | 572    | 490   | 680    |
| San Juan     | 177   | 180   | 187   | 221    | 250    | 262    | 284    | 287    | 248    | 219    | 207    | 164   | 224    |
| Island       | 296   | 280   | 307   | 337    | 398    | 459    | 485    | 480    | 449    | 408    | 335    | 279   | 376    |
| Kittitas     | 155   | 142   | 147   | 177    | 237    | 249    | 267    | 294    | 279    | 237    | 210    | 140   | 211    |
| Jefferson    | 208   | 192   | 184   | 204    | 235    | 286    | 295    | 277    | 251    | 215    | 191    | 159   | 225    |
| Okanogan     | 236   | 236   | 236   | 255    | 315    | 354    | 346    | 357    | 327    | 289    | 260    | 216   | 286    |
| Whatcom      | 516   | 503   | 515   | 607    | 724    | 833    | 906    | 968    | 910    | 782    | 666    | 542   | 706    |
| Clark        | 46    | 53    | 41    | 57     | 75     | 89     | 98     | 109    | 139    | 134    | 113    | 80    | 86     |
| Pacific      | 187   | 189   | 193   | 204    | 253    | 258    | 260    | 261    | 245    | 214    | 207    | 188   | 222    |
| Ferry        | 55    | 54    | 50    | 48     | 54     | 52     | 56     | 57     | 55     | 51     | 46     | 41    | 52     |
| Clallam      | 192   | 194   | 212   | 254    | 290    | 334    | 348    | 359    | 362    | 294    | 247    | 217   | 275    |
| Chelan       | 185   | 181   | 202   | 205    | 254    | 271    | 264    | 265    | 261    | 232    | 216    | 176   | 226    |
| Douglas      | 56    | 62    | 58    | 70     | 75     | 79     | 90     | 89     | 100    | 108    | 111    | 104   | 84     |
| Others       | 101   | 112   | 141   | 194    | 232    | 243    | 244    | 249    | 237    | 227    | 193    | 159   | 194    |
| Total        | 9,750 | 9,089 | 9,772 | 10,677 | 12,479 | 14,480 | 15,749 | 15,987 | 15,888 | 13,680 | 11,193 | 8,553 | 12,275 |

## SINGLE FAMILY HOMES + CONDOMINIUMS SINCE 2005

|      | Jan    | Feb    | Mar    | Apr           | May    | Jun    | Jul           | Aug           | Sept          | Oct           | Nov    | Dec    |
|------|--------|--------|--------|---------------|--------|--------|---------------|---------------|---------------|---------------|--------|--------|
| 2005 | 20,196 | 20,343 | 25,047 | <b>25,607</b> | 21,499 | 21,871 | 22,839        | 23,260        | 24,336        | 24,570        | 23,597 | 20,595 |
| 2006 | 22,084 | 22,504 | 23,533 | 25,215        | 27,660 | 29,856 | 31,910        | 33,316        | 36,786        | <b>36,282</b> | 33,817 | 28,307 |
| 2007 | 30,700 | 31,658 | 34,463 | 38,408        | 42,514 | 45,223 | 47,106        | 48,585        | <b>48,969</b> | 47,381        | 44,399 | 38,440 |
| 2008 | 41,498 | 43,927 | 46,358 | 49,141        | 51,817 | 50,143 | <b>52,694</b> | 50,772        | 48,665        | 46,189        | 43,584 | 38,089 |
| 2009 | 38,171 | 39,299 | 39,825 | 40,147        | 41,318 | 41,317 | <b>42,320</b> | 41,528        | 40,041        | 38,159        | 36,266 | 32,152 |
| 2010 | 34,256 | 36,350 | 38,716 | 39,999        | 41,318 | 42,940 | <b>44,770</b> | 44,186        | 42,153        | 39,677        | 36,835 | 32,171 |
| 2011 | 32,647 | 32,922 | 33,444 | 34,862        | 36,261 | 36,871 | <b>37,465</b> | 36,907        | 35,254        | 33,094        | 30,650 | 26,639 |
| 2012 | 26,226 | 25,510 | 24,883 | 25,291        | 26,191 | 26,545 | <b>26,747</b> | 26,506        | 25,476        | 23,115        | 21,042 | 17,718 |
| 2013 | 18,008 | 18,114 | 18,500 | 19,826        | 21,943 | 23,581 | 25,272        | <b>26,433</b> | 26,014        | 24,391        | 22,061 | 19,214 |
| 2014 | 19,195 | 19,273 | 19,736 | 21,390        | 21,390 | 25,342 | 26,813        | <b>27,060</b> | 25,717        | 23,501        | 20,864 | 17,659 |
| 2015 | 17,082 | 16,946 | 17,007 | 18,132        | 19,515 | 20,333 | <b>21,069</b> | 20,749        | 19,724        | 18,068        | 15,327 | 12,522 |
| 2016 | 12,357 | 12,107 | 12,653 | 14,235        | 15,198 | 16,838 | 18,287        | <b>18,336</b> | 18,136        | 15,690        | 13,303 | 10,571 |
| 2017 | 9,750  | 9,089  | 9,772  | 10,677        | 12,479 | 14,480 | 15,749        | <b>15,987</b> | 15,888        | 13,680        | 11,193 | 8,553  |

**Bold red numbers indicate month with highest volume**

## Total Active Listings Since 2005





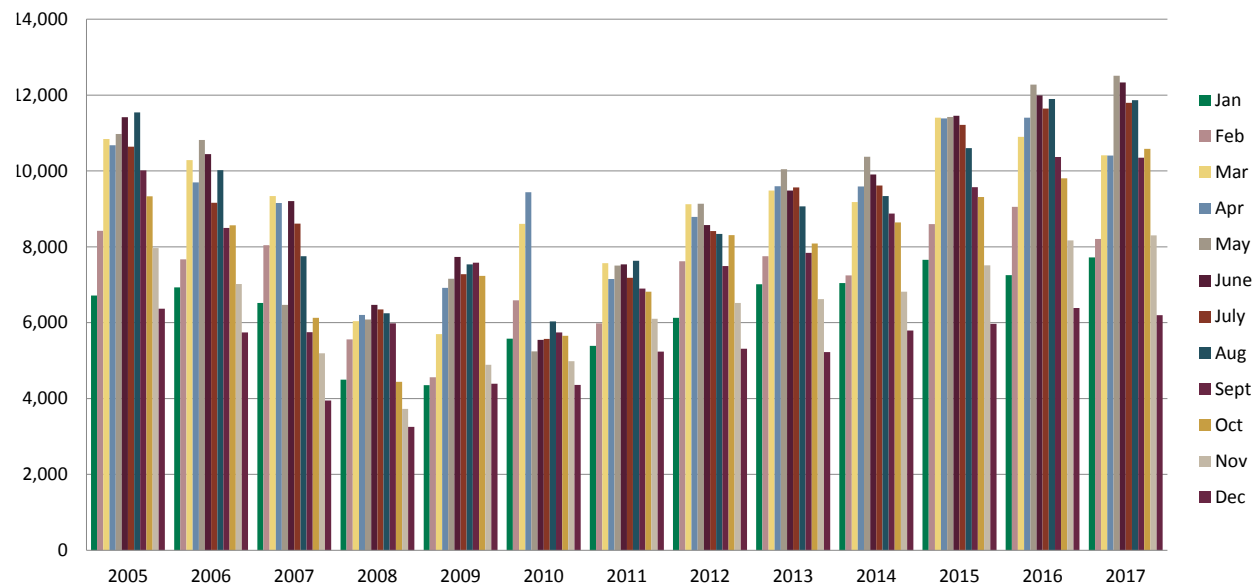
## 2017 SINGLE FAMILY HOMES + CONDOMINIUMS

|               | Jan          | Feb          | Mar           | Apr           | May           | Jun           | Jul           | Aug           | Sept          | Oct           | Nov          | Dec           | Total          | % all Res      |
|---------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|----------------|----------------|
| King          | 2,468        | 2,639        | 3,500         | 3,570         | 4,308         | 4,276         | 3,787         | 4,003         | 3,514         | 3,533         | 2,831        | 1,850         | 40,279         | 33.37%         |
| Snohomish     | 1,238        | 1,296        | 1,614         | 1,527         | 1,948         | 1,949         | 1,856         | 1,885         | 1,614         | 1,710         | 1,332        | 1,009         | 18,978         | 15.72%         |
| Pierce        | 1,530        | 1,616        | 1,928         | 1,920         | 2,215         | 2,143         | 2,208         | 2,123         | 1,775         | 1,934         | 1,478        | 1,248         | 22,118         | 18.32%         |
| Kitsap        | 454          | 439          | 519           | 523           | 636           | 619           | 663           | 626           | 538           | 563           | 453          | 353           | 6,386          | 5.29%          |
| Mason         | 113          | 120          | 177           | 165           | 184           | 205           | 198           | 196           | 155           | 145           | 100          | 86            | 1,844          | 1.53%          |
| Skagit        | 166          | 229          | 249           | 260           | 302           | 283           | 282           | 254           | 241           | 207           | 170          | 142           | 2,785          | 2.31%          |
| Grays Harbor  | 139          | 122          | 149           | 166           | 186           | 190           | 204           | 197           | 176           | 180           | 134          | 110           | 1,953          | 1.62%          |
| Lewis         | 98           | 136          | 156           | 130           | 137           | 171           | 162           | 142           | 135           | 160           | 101          | 79            | 1,607          | 1.33%          |
| Cowlitz       | 114          | 133          | 166           | 170           | 223           | 195           | 175           | 190           | 186           | 177           | 151          | 112           | 1,992          | 1.65%          |
| Grant         | 44           | 80           | 115           | 107           | 141           | 121           | 126           | 112           | 115           | 100           | 72           | 55            | 1,188          | 0.98%          |
| Thurston      | 478          | 481          | 628           | 622           | 734           | 702           | 626           | 649           | 586           | 560           | 455          | 325           | 6,846          | 5.67%          |
| San Juan      | 24           | 24           | 36            | 30            | 43            | 30            | 34            | 54            | 55            | 46            | 29           | 19            | 424            | 0.35%          |
| Island        | 193          | 181          | 177           | 199           | 240           | 214           | 246           | 236           | 195           | 198           | 174          | 129           | 2,382          | 1.97%          |
| Kittitas      | 60           | 63           | 96            | 101           | 125           | 123           | 110           | 96            | 85            | 92            | 61           | 61            | 1,073          | 0.89%          |
| Jefferson     | 51           | 59           | 73            | 81            | 78            | 76            | 91            | 93            | 90            | 77            | 59           | 43            | 871            | 0.72%          |
| Okanogan      | 26           | 24           | 40            | 37            | 67            | 57            | 64            | 59            | 64            | 46            | 25           | 27            | 536            | 0.44%          |
| Whatcom       | 287          | 278          | 413           | 400           | 509           | 482           | 456           | 474           | 408           | 407           | 326          | 252           | 4,692          | 3.89%          |
| Clark         | 37           | 31           | 50            | 37            | 39            | 59            | 55            | 62            | 58            | 68            | 59           | 48            | 603            | 0.50%          |
| Pacific       | 52           | 46           | 62            | 56            | 63            | 79            | 72            | 76            | 62            | 70            | 36           | 35            | 709            | 0.59%          |
| Ferry         | 2            | 3            | 7             | 11            | 3             | 5             | 4             | 16            | 4             | 7             | 4            | 4             | 70             | 0.06%          |
| Clallam       | 76           | 93           | 106           | 123           | 115           | 142           | 150           | 118           | 126           | 143           | 107          | 81            | 1,380          | 1.14%          |
| Chelan        | 41           | 62           | 70            | 101           | 94            | 100           | 106           | 105           | 69            | 77            | 59           | 57            | 941            | 0.78%          |
| Douglas       | 12           | 32           | 44            | 37            | 60            | 45            | 53            | 40            | 33            | 38            | 33           | 34            | 461            | 0.38%          |
| Others        | 21           | 22           | 40            | 37            | 61            | 68            | 72            | 61            | 64            | 48            | 55           | 39            | 588            | 0.49%          |
| <b>Total</b>  | <b>7,724</b> | <b>8,209</b> | <b>10,415</b> | <b>10,410</b> | <b>12,511</b> | <b>12,334</b> | <b>11,800</b> | <b>11,867</b> | <b>10,348</b> | <b>10,586</b> | <b>8,304</b> | <b>6,198</b>  | <b>120,706</b> | <b>100.00%</b> |
| <b>% by Q</b> |              |              | <b>21.83%</b> |               |               | <b>29.21%</b> |               |               | <b>28.18%</b> |               |              | <b>20.78%</b> |                |                |

## SINGLE FAMILY HOMES + CONDOMINIUMS SINCE 2005

|      | Jan   | Feb   | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sept   | Oct    | Nov   | Dec   | Total   | % change<br>vs prior<br>year |
|------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|---------|------------------------------|
| 2005 | 6,714 | 8,426 | 10,841 | 10,677 | 10,973 | 11,420 | 10,640 | 11,546 | 10,014 | 9,332  | 7,966 | 6,368 | 114,917 |                              |
| 2006 | 6,931 | 7,673 | 10,289 | 9,702  | 10,817 | 10,448 | 9,165  | 10,022 | 8,499  | 8,567  | 7,022 | 5,744 | 104,879 | -8.74%                       |
| 2007 | 6,522 | 8,043 | 9,340  | 9,156  | 6,470  | 9,206  | 8,614  | 7,751  | 5,748  | 6,127  | 5,194 | 3,950 | 86,121  | -17.89%                      |
| 2008 | 4,499 | 5,563 | 6,040  | 6,208  | 6,085  | 6,470  | 6,350  | 6,248  | 5,982  | 4,445  | 3,727 | 3,255 | 64,872  | -24.67%                      |
| 2009 | 4,353 | 4,559 | 5,701  | 6,918  | 7,160  | 7,733  | 7,279  | 7,539  | 7,581  | 7,235  | 4,888 | 4,390 | 75,336  | 16.13%                       |
| 2010 | 5,579 | 6,590 | 8,605  | 9,438  | 5,242  | 5,547  | 5,571  | 6,037  | 5,741  | 5,653  | 4,987 | 4,359 | 73,349  | -2.64%                       |
| 2011 | 5,393 | 5,986 | 7,570  | 7,154  | 7,509  | 7,539  | 7,182  | 7,632  | 6,897  | 6,817  | 6,103 | 5,237 | 81,019  | 10.46%                       |
| 2012 | 6,132 | 7,623 | 9,126  | 8,790  | 9,134  | 8,577  | 8,416  | 8,338  | 7,494  | 8,312  | 6,522 | 5,314 | 93,778  | 15.75%                       |
| 2013 | 7,016 | 7,754 | 9,482  | 9,600  | 10,045 | 9,484  | 9,565  | 9,065  | 7,839  | 8,086  | 6,624 | 5,224 | 99,784  | 6.40%                        |
| 2014 | 7,044 | 7,247 | 9,183  | 9,590  | 10,373 | 9,909  | 9,615  | 9,342  | 8,875  | 8,643  | 6,821 | 5,794 | 102,436 | 2.66%                        |
| 2015 | 7,658 | 8,599 | 11,408 | 11,384 | 11,425 | 11,453 | 11,216 | 10,603 | 9,574  | 9,317  | 7,511 | 5,970 | 116,118 | 13.36%                       |
| 2016 | 7,253 | 9,052 | 10,900 | 11,407 | 12,275 | 11,995 | 11,645 | 11,898 | 10,370 | 9,805  | 8,173 | 6,390 | 121,163 | 4.34%                        |
| 2017 | 7,724 | 8,209 | 10,415 | 10,410 | 12,511 | 12,334 | 11,800 | 11,867 | 10,348 | 10,586 | 8,304 | 6,198 | 120,706 | -0.38%                       |

### Pending Sales Since 2005



## 2017 SINGLE FAMILY HOMES ONLY

|              | Jan   | Feb   | Mar   | Apr   | May    | Jun    | Jul    | Aug    | Sept  | Oct   | Nov   | Dec   | Total   | % all SFH |
|--------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|-------|-------|-------|---------|-----------|
| King         | 1,919 | 2,050 | 2,691 | 2,728 | 3,395  | 3,359  | 2,950  | 3,073  | 2,736 | 2,760 | 2,215 | 1,459 | 31,335  | 29.91%    |
| Snohomish    | 997   | 1,053 | 1,332 | 1,236 | 1,572  | 1,601  | 1,517  | 1,550  | 1,317 | 1,412 | 1,065 | 780   | 15,432  | 14.73%    |
| Pierce       | 1,432 | 1,508 | 1,806 | 1,776 | 2,070  | 2,002  | 2,057  | 1,982  | 1,651 | 1,802 | 1,385 | 1,160 | 20,631  | 19.69%    |
| Kitsap       | 436   | 416   | 492   | 504   | 604    | 586    | 632    | 595    | 514   | 526   | 438   | 332   | 6,075   | 5.80%     |
| Mason        | 110   | 117   | 176   | 162   | 182    | 205    | 197    | 194    | 155   | 145   | 100   | 86    | 1,829   | 1.75%     |
| Skagit       | 160   | 220   | 236   | 245   | 288    | 269    | 262    | 247    | 228   | 199   | 163   | 134   | 2,651   | 2.53%     |
| Grays Harbor | 132   | 117   | 142   | 160   | 179    | 183    | 193    | 190    | 165   | 169   | 128   | 103   | 1,861   | 1.78%     |
| Lewis        | 98    | 136   | 156   | 130   | 137    | 171    | 162    | 142    | 134   | 160   | 101   | 79    | 1,606   | 1.53%     |
| Cowlitz      | 113   | 133   | 166   | 167   | 222    | 194    | 172    | 190    | 184   | 174   | 151   | 110   | 1,976   | 1.89%     |
| Grant        | 41    | 79    | 114   | 106   | 135    | 118    | 125    | 110    | 113   | 93    | 72    | 55    | 1,161   | 1.11%     |
| Thurston     | 460   | 465   | 618   | 607   | 720    | 684    | 609    | 631    | 568   | 545   | 443   | 310   | 6,660   | 6.36%     |
| San Juan     | 23    | 23    | 31    | 28    | 40     | 28     | 30     | 52     | 48    | 43    | 29    | 17    | 392     | 0.37%     |
| Island       | 185   | 178   | 169   | 188   | 227    | 205    | 234    | 229    | 188   | 188   | 166   | 122   | 2,279   | 2.18%     |
| Kittitas     | 52    | 56    | 93    | 92    | 119    | 117    | 103    | 87     | 80    | 88    | 60    | 58    | 1,005   | 0.96%     |
| Jefferson    | 49    | 54    | 68    | 76    | 75     | 73     | 84     | 85     | 84    | 71    | 57    | 40    | 816     | 0.78%     |
| Okanogan     | 26    | 24    | 40    | 37    | 67     | 57     | 64     | 59     | 64    | 46    | 25    | 27    | 536     | 0.51%     |
| Whatcom      | 237   | 239   | 345   | 334   | 439    | 416    | 394    | 380    | 350   | 354   | 274   | 225   | 3,987   | 3.81%     |
| Clark        | 35    | 31    | 48    | 35    | 37     | 56     | 54     | 62     | 56    | 67    | 57    | 47    | 585     | 0.56%     |
| Pacific      | 51    | 42    | 56    | 50    | 57     | 73     | 65     | 69     | 57    | 65    | 34    | 29    | 648     | 0.62%     |
| Ferry        | 2     | 3     | 7     | 11    | 3      | 5      | 4      | 16     | 4     | 7     | 4     | 4     | 70      | 0.07%     |
| Clallam      | 74    | 90    | 104   | 121   | 115    | 140    | 150    | 116    | 123   | 138   | 105   | 80    | 1,356   | 1.29%     |
| Chelan       | 38    | 58    | 65    | 83    | 87     | 88     | 97     | 96     | 63    | 73    | 57    | 53    | 858     | 0.82%     |
| Douglas      | 11    | 32    | 40    | 34    | 56     | 43     | 49     | 37     | 30    | 36    | 30    | 33    | 431     | 0.41%     |
| Others       | 21    | 22    | 38    | 36    | 61     | 67     | 67     | 61     | 62    | 47    | 54    | 37    | 573     | 0.55%     |
| Total        | 6,702 | 7,146 | 9,033 | 8,946 | 10,887 | 10,740 | 10,271 | 10,253 | 8,974 | 9,208 | 7,213 | 5,380 | 104,753 | 100.00%   |

# Pending Sales

## 2017 CONDOMINIUMS ONLY

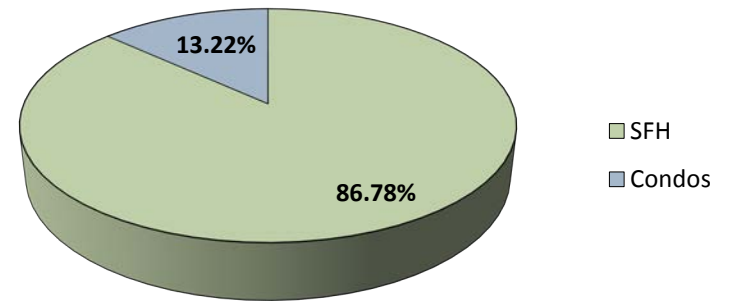
|              | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   | Sept  | Oct   | Nov   | Dec | Total  | % all<br>Condos |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|--------|-----------------|
| King         | 549   | 589   | 809   | 842   | 913   | 917   | 837   | 930   | 778   | 773   | 616   | 391 | 8,944  | 56.06%          |
| Snohomish    | 241   | 243   | 282   | 291   | 376   | 348   | 339   | 335   | 297   | 298   | 267   | 229 | 3,546  | 22.23%          |
| Pierce       | 98    | 108   | 122   | 144   | 145   | 141   | 151   | 141   | 124   | 132   | 93    | 88  | 1,487  | 9.32%           |
| Kitsap       | 18    | 23    | 27    | 19    | 32    | 33    | 31    | 31    | 24    | 37    | 15    | 21  | 311    | 1.95%           |
| Mason        | 3     | 3     | 1     | 3     | 2     | 0     | 1     | 2     | 0     | 0     | 0     | 0   | 15     | 0.09%           |
| Skagit       | 6     | 9     | 13    | 15    | 14    | 14    | 20    | 7     | 13    | 8     | 7     | 8   | 134    | 0.84%           |
| Grays Harbor | 7     | 5     | 7     | 6     | 7     | 7     | 11    | 7     | 11    | 11    | 6     | 7   | 92     | 0.58%           |
| Lewis        | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 1     | 0     | 0     | 0   | 1      | 0.01%           |
| Cowlitz      | 1     | 0     | 0     | 3     | 1     | 1     | 3     | 0     | 2     | 3     | 0     | 2   | 16     | 0.10%           |
| Grant        | 3     | 1     | 1     | 1     | 6     | 3     | 1     | 2     | 2     | 7     | 0     | 0   | 27     | 0.17%           |
| Thurston     | 18    | 16    | 10    | 15    | 14    | 18    | 17    | 18    | 18    | 15    | 12    | 15  | 186    | 1.17%           |
| San Juan     | 1     | 1     | 5     | 2     | 3     | 2     | 4     | 2     | 7     | 3     | 0     | 2   | 32     | 0.20%           |
| Island       | 8     | 3     | 8     | 11    | 13    | 9     | 12    | 7     | 7     | 10    | 8     | 7   | 103    | 0.65%           |
| Kittitas     | 8     | 7     | 3     | 9     | 6     | 6     | 7     | 9     | 5     | 4     | 1     | 3   | 68     | 0.43%           |
| Jefferson    | 2     | 5     | 5     | 5     | 3     | 3     | 7     | 8     | 6     | 6     | 2     | 3   | 55     | 0.34%           |
| Okanogan     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0   | 0      | 0.00%           |
| Whatcom      | 50    | 39    | 68    | 66    | 70    | 66    | 62    | 94    | 58    | 53    | 52    | 27  | 705    | 4.42%           |
| Clark        | 2     | 0     | 2     | 2     | 2     | 3     | 1     | 0     | 2     | 1     | 2     | 1   | 18     | 0.11%           |
| Pacific      | 1     | 4     | 6     | 6     | 6     | 6     | 7     | 7     | 5     | 5     | 2     | 6   | 61     | 0.38%           |
| Ferry        | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0     | 0   | 0      | 0.00%           |
| Clallam      | 2     | 3     | 2     | 2     | 0     | 2     | 0     | 2     | 3     | 5     | 2     | 1   | 24     | 0.15%           |
| Chelan       | 3     | 4     | 5     | 18    | 7     | 12    | 9     | 9     | 6     | 4     | 2     | 4   | 83     | 0.52%           |
| Douglas      | 1     | 0     | 4     | 3     | 4     | 2     | 4     | 3     | 3     | 2     | 3     | 1   | 30     | 0.19%           |
| Others       | 0     | 0     | 2     | 1     | 0     | 1     | 5     | 0     | 2     | 1     | 1     | 2   | 15     | 0.09%           |
| Total        | 1,022 | 1,063 | 1,382 | 1,464 | 1,624 | 1,594 | 1,529 | 1,614 | 1,374 | 1,378 | 1,091 | 818 | 15,953 | 100.00%         |



## 2017 RATIO OF SINGLE FAMILY HOMES TO CONDOS

|              | SFH     | Condos | Total   | %SFH   | %Condo | Total  |
|--------------|---------|--------|---------|--------|--------|--------|
| King         | 31,335  | 8,944  | 40,279  | 77.79% | 22.21% | 100.0% |
| Snohomish    | 15,432  | 3,546  | 18,978  | 81.32% | 18.68% | 100.0% |
| Pierce       | 20,631  | 1,487  | 22,118  | 93.28% | 6.72%  | 100.0% |
| Kitsap       | 6,075   | 311    | 6,386   | 95.13% | 4.87%  | 100.0% |
| Mason        | 1,829   | 15     | 1,844   | 99.19% | 0.81%  | 100.0% |
| Skagit       | 2,651   | 134    | 2,785   | 95.19% | 4.81%  | 100.0% |
| Grays Harbor | 1,861   | 92     | 1,953   | 95.29% | 4.71%  | 100.0% |
| Lewis        | 1,606   | 1      | 1,607   | 99.9%  | 0.06%  | 100.0% |
| Cowlitz      | 1,976   | 16     | 1,992   | 99.20% | 0.80%  | 100.0% |
| Grant        | 1,161   | 27     | 1,188   | 97.73% | 2.27%  | 100.0% |
| Thurston     | 6,660   | 186    | 6,846   | 97.28% | 2.72%  | 100.0% |
| San Juan     | 392     | 32     | 424     | 92.45% | 7.55%  | 100.0% |
| Island       | 2,279   | 103    | 2,382   | 95.68% | 4.32%  | 100.0% |
| Kittitas     | 1,005   | 68     | 1,073   | 93.66% | 6.34%  | 100.0% |
| Jefferson    | 816     | 55     | 871     | 93.69% | 6.31%  | 100.0% |
| Okanogan     | 536     | 0      | 536     | 100.0% | 0.00%  | 100.0% |
| Whatcom      | 3,987   | 705    | 4,692   | 84.97% | 15.03% | 100.0% |
| Clark        | 585     | 18     | 603     | 97.01% | 2.99%  | 100.0% |
| Pacific      | 648     | 61     | 709     | 91.40% | 8.60%  | 100.0% |
| Ferry        | 70      | 0      | 70      | 100.0% | 0.00%  | 100.0% |
| Clallam      | 1,356   | 24     | 1,380   | 98.26% | 1.74%  | 100.0% |
| Chelan       | 858     | 83     | 941     | 91.18% | 8.82%  | 100.0% |
| Douglas      | 431     | 30     | 461     | 93.49% | 6.51%  | 100.0% |
| Others       | 573     | 15     | 588     | 97.45% | 2.55%  | 100.0% |
| Total        | 104,753 | 15,953 | 120,706 | 86.78% | 13.22% | 100.0% |

Proportion of Single Family Homes  
vs Condominiums  
(Pending Sales)



SFH: 104,753 of 120,706 pending residential sales (86.78%)  
 Condos: 15,953 of 120,706 pendings (13.22%)

## SINGLE FAMILY HOMES + CONDOMINIUMS

| COUNTY             | Jan        | Feb        | Mar        | Apr        | May        | Jun        | Jul        | Aug        | Sept        | Oct        | Nov        | Dec        | Total        |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|------------|------------|------------|--------------|
| KING               |            |            |            |            |            |            |            |            |             |            |            |            |              |
| Active Listings    | 1,885      | 1,729      | 2,100      | 2,281      | 2,568      | 3,055      | 3,465      | 3,329      | 3,693       | 3,108      | 2,234      | 1,374      | 30,821       |
| Closings           | 2,007      | 1,779      | 2,699      | 2,634      | 3,380      | 3,652      | 3,462      | 3,571      | 3,262       | 3,174      | 2,821      | 2,681      | 35,122       |
| Months Supply      | 0.94       | 0.97       | 0.78       | 0.87       | 0.76       | 0.84       | 1.00       | 0.93       | 1.13        | 0.98       | 0.79       | 0.51       | 0.88         |
| SNOHOMISH          |            |            |            |            |            |            |            |            |             |            |            |            |              |
| Active Listings    | 888        | 840        | 892        | 1,004      | 1,275      | 1,580      | 1,759      | 1,830      | 1,850       | 1,476      | 1,100      | 709        | 15,203       |
| Closings           | 938        | 904        | 1,167      | 1,116      | 1,394      | 1,553      | 1,556      | 1,648      | 1,466       | 1,428      | 1,237      | 1,242      | 15,649       |
| Mo. Supply         | 0.95       | 0.93       | 0.76       | 0.90       | 0.91       | 1.02       | 1.13       | 1.11       | 1.26        | 1.03       | 0.89       | 0.57       | 0.97         |
| PIERCE             |            |            |            |            |            |            |            |            |             |            |            |            |              |
| Active Listings    | 1,575      | 1,416      | 1,533      | 1,604      | 1,897      | 2,326      | 2,499      | 2,555      | 2,556       | 2,204      | 1,830      | 1,500      | 23,495       |
| Closings           | 1,099      | 985        | 1,361      | 1,289      | 1,587      | 1,714      | 1,635      | 1,763      | 1,617       | 1,546      | 1,385      | 1,356      | 17,337       |
| Months Supply      | 1.43       | 1.44       | 1.13       | 1.24       | 1.20       | 1.36       | 1.53       | 1.45       | 1.58        | 1.43       | 1.32       | 1.11       | 1.36         |
| KITSAP             |            |            |            |            |            |            |            |            |             |            |            |            |              |
| Active Listings    | 609        | 540        | 547        | 588        | 671        | 765        | 812        | 788        | 757         | 629        | 539        | 397        | 7,642        |
| Closings           | 313        | 273        | 401        | 339        | 450        | 483        | 499        | 552        | 519         | 424        | 432        | 409        | 5,094        |
| Mo. Supply         | 1.95       | 1.98       | 1.36       | 1.73       | 1.49       | 1.58       | 1.63       | 1.43       | 1.46        | 1.48       | 1.25       | 0.97       | 1.50         |
| <b>4 CO. TOTAL</b> | <b>Jan</b> | <b>Feb</b> | <b>Mar</b> | <b>Apr</b> | <b>May</b> | <b>Jun</b> | <b>Jul</b> | <b>Aug</b> | <b>Sept</b> | <b>Oct</b> | <b>Nov</b> | <b>Dec</b> | <b>Total</b> |
| Active Listings    | 4,957      | 4,525      | 5,072      | 5,477      | 6,411      | 7,726      | 8,535      | 8,502      | 8,856       | 7,417      | 5,703      | 3,980      | 77,161       |
| Closings           | 4,357      | 3,941      | 5,628      | 5,378      | 6,811      | 7,402      | 7,152      | 7,534      | 6,864       | 6,572      | 5,875      | 5,688      | 73,202       |
| Mo. Supply         | 1.14       | 1.15       | 0.90       | 1.02       | 0.94       | 1.04       | 1.19       | 1.13       | 1.29        | 1.13       | 0.97       | 0.70       | 1.05         |

| COUNTY          | Jan  | Feb  | Mar  | Apr  | May  | Jun  | Jul  | Aug  | Sept | Oct  | Nov  | Dec  | Total |
|-----------------|------|------|------|------|------|------|------|------|------|------|------|------|-------|
| MASON           |      |      |      |      |      |      |      |      |      |      |      |      |       |
| Active Listings | 284  | 263  | 265  | 292  | 346  | 360  | 400  | 395  | 383  | 344  | 281  | 229  | 3,842 |
| Closings        | 83   | 82   | 94   | 110  | 129  | 165  | 136  | 168  | 138  | 137  | 98   | 81   | 1,421 |
| Months Supply   | 3.42 | 3.21 | 2.82 | 2.65 | 2.68 | 2.18 | 2.94 | 2.35 | 2.78 | 2.51 | 2.87 | 2.83 | 2.70  |
| SKAGIT          |      |      |      |      |      |      |      |      |      |      |      |      |       |
| Active Listings | 329  | 299  | 319  | 327  | 362  | 442  | 465  | 539  | 508  | 462  | 393  | 308  | 4,753 |
| Closings        | 139  | 134  | 180  | 183  | 192  | 220  | 238  | 238  | 184  | 201  | 157  | 156  | 2,222 |
| Mo. Supply      | 2.37 | 2.23 | 1.77 | 1.79 | 1.89 | 2.01 | 1.95 | 2.26 | 2.76 | 2.30 | 2.50 | 1.97 | 2.14  |
| GRAYS HARBOR    |      |      |      |      |      |      |      |      |      |      |      |      |       |
| Active Listings | 413  | 387  | 396  | 396  | 443  | 477  | 511  | 515  | 469  | 409  | 386  | 336  | 5,138 |
| Closings        | 76   | 74   | 98   | 90   | 127  | 140  | 141  | 141  | 156  | 131  | 124  | 103  | 1,401 |
| Months Supply   | 5.43 | 5.23 | 4.04 | 4.40 | 3.49 | 3.41 | 3.62 | 3.65 | 3.01 | 3.12 | 3.11 | 3.26 | 3.67  |
| LEWIS           |      |      |      |      |      |      |      |      |      |      |      |      |       |
| Active Listings | 263  | 243  | 220  | 240  | 304  | 341  | 369  | 390  | 378  | 333  | 319  | 274  | 3,674 |
| Closings        | 78   | 71   | 101  | 96   | 102  | 117  | 97   | 129  | 125  | 98   | 112  | 92   | 1,218 |
| Mo. Supply      | 3.37 | 3.42 | 2.18 | 2.50 | 2.98 | 2.91 | 3.80 | 3.02 | 3.02 | 3.40 | 2.85 | 2.98 | 3.02  |

Ratio: 2017 Active Listings to Closed Sales

Continued

## SINGLE FAMILY HOMES + CONDOMINIUMS

| COUNTY           | Jan  | Feb  | Mar   | Apr   | May   | Jun  | Jul   | Aug  | Sept | Oct  | Nov  | Dec  | Total |
|------------------|------|------|-------|-------|-------|------|-------|------|------|------|------|------|-------|
| <b>COWLITZ</b>   |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 156  | 143  | 166   | 183   | 208   | 232  | 281   | 327  | 289  | 294  | 259  | 219  | 2,757 |
| Closings         | 92   | 88   | 119   | 85    | 133   | 152  | 143   | 150  | 131  | 144  | 131  | 129  | 1,497 |
| Months Supply    | 1.70 | 1.63 | 1.39  | 2.15  | 1.56  | 1.53 | 1.97  | 2.18 | 2.21 | 2.04 | 1.98 | 1.70 | 1.84  |
| <b>GRANT</b>     |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 298  | 274  | 286   | 323   | 341   | 360  | 383   | 382  | 345  | 300  | 278  | 252  | 3,822 |
| Closings         | 52   | 37   | 59    | 70    | 86    | 98   | 108   | 108  | 82   | 106  | 84   | 69   | 959   |
| Months Supply    | 5.73 | 7.41 | 4.85  | 4.61  | 3.97  | 3.67 | 3.55  | 3.54 | 4.21 | 2.83 | 3.31 | 3.65 | 3.99  |
| <b>THURSTON</b>  |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 640  | 577  | 575   | 606   | 672   | 773  | 862   | 885  | 797  | 711  | 572  | 490  | 8,160 |
| Closings         | 311  | 306  | 418   | 411   | 497   | 552  | 543   | 609  | 569  | 519  | 441  | 425  | 5,601 |
| Months Supply    | 2.06 | 1.89 | 1.38  | 1.47  | 1.35  | 1.40 | 1.59  | 1.45 | 1.40 | 1.37 | 1.30 | 1.15 | 1.46  |
| <b>SAN JUAN</b>  |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 177  | 180  | 187   | 221   | 250   | 262  | 284   | 287  | 248  | 219  | 207  | 164  | 2,686 |
| Closings         | 24   | 19   | 22    | 21    | 27    | 30   | 26    | 34   | 43   | 32   | 36   | 32   | 346   |
| Mo. Supply       | 7.38 | 9.47 | 8.50  | 10.52 | 9.26  | 8.73 | 10.92 | 8.44 | 5.77 | 6.84 | 5.75 | 5.13 | 7.76  |
| <b>ISLAND</b>    |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 296  | 280  | 307   | 337   | 398   | 459  | 485   | 480  | 449  | 408  | 335  | 279  | 4,513 |
| Closings         | 121  | 105  | 172   | 161   | 154   | 217  | 164   | 200  | 176  | 177  | 162  | 142  | 1,951 |
| Mo. Supply       | 2.45 | 2.67 | 1.78  | 2.09  | 2.58  | 2.12 | 2.96  | 2.40 | 2.55 | 2.31 | 2.07 | 1.96 | 2.31  |
| <b>KITTITAS</b>  |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 155  | 142  | 147   | 177   | 237   | 249  | 267   | 294  | 279  | 237  | 210  | 140  | 2,534 |
| Closings         | 50   | 61   | 47    | 54    | 85    | 99   | 90    | 107  | 80   | 79   | 86   | 69   | 907   |
| Mo. Supply       | 5.00 | 2.33 | 3.13  | 3.28  | 2.79  | 2.52 | 2.97  | 2.75 | 3.49 | 3.00 | 2.44 | 2.03 | 2.79  |
| <b>JEFFERSON</b> |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 208  | 192  | 184   | 204   | 235   | 286  | 295   | 277  | 251  | 215  | 191  | 159  | 2,697 |
| Closings         | 37   | 32   | 63    | 46    | 58    | 58   | 66    | 56   | 72   | 66   | 67   | 53   | 674   |
| Mo. Supply       | 0.00 | 6.00 | 2.92  | 4.43  | 4.05  | 4.93 | 4.47  | 4.95 | 3.49 | 3.26 | 2.85 | 3.00 | 4.00  |
| <b>OKANOGAN</b>  |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 236  | 236  | 236   | 255   | 315   | 354  | 346   | 357  | 327  | 289  | 260  | 216  | 3,427 |
| Closings         | 28   | 24   | 18    | 25    | 25    | 48   | 50    | 55   | 51   | 43   | 39   | 32   | 438   |
| Mo. Supply       | 8.43 | 9.83 | 13.11 | 10.20 | 12.60 | 7.38 | 6.92  | 6.49 | 6.41 | 6.72 | 6.67 | 6.75 | 7.82  |
| <b>WHATCOM</b>   |      |      |       |       |       |      |       |      |      |      |      |      |       |
| Active Listings  | 516  | 503  | 515   | 607   | 724   | 833  | 906   | 968  | 910  | 782  | 666  | 542  | 706   |
| Closings         | 224  | 185  | 267   | 272   | 360   | 399  | 381   | 409  | 321  | 342  | 309  | 271  | 3,740 |
| Mo. Supply       | 2.30 | 2.72 | 1.93  | 2.23  | 2.01  | 2.09 | 2.38  | 2.37 | 2.83 | 2.29 | 2.16 | 2.00 | 0.19  |

Continued

## SINGLE FAMILY HOMES + CONDOMINIUMS

| COUNTY          | Jan   | Feb   | Mar   | Apr   | May  | Jun  | Jul  | Aug  | Sept  | Oct   | Nov   | Dec  | Total |
|-----------------|-------|-------|-------|-------|------|------|------|------|-------|-------|-------|------|-------|
| CLARK           |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 46    | 53    | 41    | 57    | 75   | 89   | 98   | 109  | 139   | 134   | 113   | 80   | 1,034 |
| Closings        | 22    | 25    | 29    | 38    | 37   | 30   | 52   | 48   | 40    | 47    | 59    | 51   | 478   |
| Months Supply   | 2.09  | 2.12  | 1.41  | 1.50  | 2.03 | 2.97 | 1.88 | 2.27 | 3.48  | 2.85  | 1.92  | 1.57 | 2.16  |
| PACIFIC         |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 187   | 189   | 193   | 204   | 253  | 258  | 260  | 261  | 245   | 214   | 207   | 188  | 2,659 |
| Closings        | 32    | 39    | 43    | 38    | 48   | 40   | 45   | 61   | 53    | 67    | 38    | 34   | 538   |
| Mo. Supply      | 5.84  | 4.85  | 4.49  | 5.37  | 5.27 | 6.45 | 5.78 | 4.28 | 4.62  | 3.19  | 5.45  | 5.53 | 4.94  |
| FERRY           |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 55    | 54    | 50    | 48    | 54   | 52   | 56   | 57   | 55    | 51    | 46    | 41   | 619   |
| Closings        | 4     | 1     | 4     | 4     | 7    | 5    | 5    | 8    | 5     | 5     | 4     | 5    | 57    |
| Mo. Supply      | 13.75 | 58.00 | 12.50 | 12.00 | 7.71 | N/A  | N/A  | 7.13 | 11.00 | 10.20 | 11.50 | 8.20 | 10.86 |
| CLALLAM         |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 192   | 194   | 212   | 254   | 290  | 334  | 348  | 359  | 362   | 294   | 247   | 217  | 3,303 |
| Closings        | 54    | 61    | 87    | 74    | 95   | 108  | 100  | 113  | 107   | 91    | 96    | 96   | 1,082 |
| Mo. Supply      | 3.56  | 3.18  | 2.44  | 3.43  | 3.05 | 3.09 | 3.48 | 3.18 | 3.38  | 3.23  | 2.57  | 2.26 | 3.05  |
| CHELAN          |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 185   | 181   | 202   | 205   | 254  | 271  | 264  | 265  | 261   | 232   | 216   | 176  | 2,712 |
| Closings        | 43    | 43    | 43    | 54    | 66   | 94   | 85   | 73   | 87    | 53    | 69    | 47   | 757   |
| Mo. Supply      | 4.30  | 4.21  | 4.70  | 3.80  | 3.85 | 2.88 | 3.11 | 3.63 | 3.00  | 4.38  | 3.13  | 3.74 | 3.58  |
| DOUGLAS         |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 56    | 62    | 58    | 70    | 75   | 79   | 90   | 89   | 100   | 108   | 111   | 104  | 1,002 |
| Closings        | 21    | 13    | 19    | 37    | 31   | 45   | 32   | 46   | 33    | 35    | 32    | 20   | 364   |
| Mo. Supply      | 2.67  | 4.77  | 3.05  | 1.89  | 2.42 | 1.76 | 2.81 | 1.93 | 3.03  | 3.09  | 3.47  | 5.20 | 2.75  |
| OTHER           |       |       |       |       |      |      |      |      |       |       |       |      |       |
| Active Listings | 101   | 112   | 141   | 194   | 232  | 243  | 244  | 249  | 237   | 227   | 193   | 159  | 2,332 |
| Closings        | 22    | 17    | 29    | 21    | 36   | 60   | 53   | 60   | 54    | 44    | 49    | 47   | 492   |
| Mo. Supply      | 4.59  | 6.59  | 4.86  | 9.24  | 6.44 | 4.05 | 4.60 | 4.15 | 4.39  | 5.16  | 3.94  | 3.38 | 4.74  |

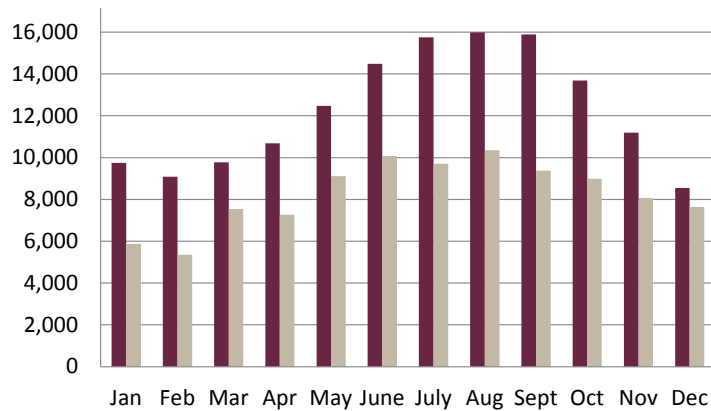
| ALL AREAS       | Jan   | Feb   | Mar   | Apr    | May    | Jun    | Jul    | Aug    | Sept   | Oct    | Nov    | Dec   | Total   |
|-----------------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|-------|---------|
| Active Listings | 9,750 | 9,089 | 9,772 | 10,677 | 12,479 | 14,480 | 15,749 | 15,987 | 15,888 | 13,680 | 11,193 | 8,553 | 147,297 |
| Closings        | 5,870 | 5,358 | 7,540 | 7,268  | 9,106  | 10,079 | 9,707  | 10,347 | 9,371  | 8,989  | 8,068  | 7,642 | 99,345  |
| Mo. Supply      | 1.66  | 1.70  | 1.30  | 1.47   | 1.37   | 1.44   | 1.62   | 1.55   | 1.70   | 1.52   | 1.39   | 1.12  | 1.48    |

Note: Calculations are based on *closed* sales, rather than pending sales.

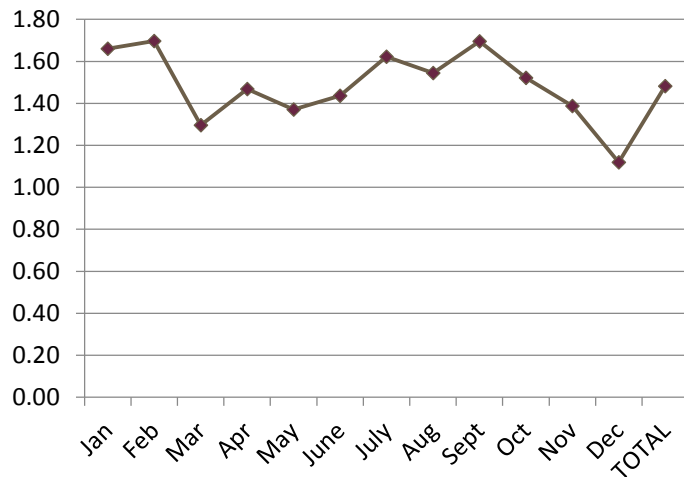


## SINGLE FAMILY HOMES + CONDOMINIUMS

### 2017 Listings & Closed Sales



### Months of Supply in 2017



### Ratios: Closed Sales to Active Listings

|           | Active Listings | Closings | Months Supply |
|-----------|-----------------|----------|---------------|
| King      | 30,821          | 35,122   | 0.88          |
| Sno       | 15,203          | 15,649   | 0.97          |
| Pierce    | 23,495          | 17,337   | 1.36          |
| Kitsap    | 7,642           | 5,094    | 1.50          |
| Mason     | 3,842           | 1,421    | 2.70          |
| Skagit    | 4,753           | 2,222    | 2.14          |
| Grays Hrb | 5,138           | 1,401    | 3.67          |
| Lewis     | 3,674           | 1,218    | 3.02          |
| Cowlitz   | 2,757           | 1,497    | 1.84          |
| Grant     | 3,822           | 959      | 3.99          |
| Thurston  | 8,160           | 5,601    | 1.46          |
| San Juan  | 2,686           | 346      | 7.76          |
| Island    | 4,513           | 1,951    | 2.31          |
| Kittitas  | 2,534           | 907      | 2.79          |
| Jefferson | 2,697           | 674      | 4.00          |
| Okanogan  | 3,427           | 438      | 7.82          |
| Whatcom   | 706             | 3,740    | 0.19          |
| Clark     | 1,034           | 478      | 2.16          |
| Pacific   | 2,659           | 538      | 4.94          |
| Ferry     | 619             | 57       | 10.86         |
| Clallam   | 3,303           | 1,082    | 3.05          |
| Chelan    | 2,712           | 757      | 3.58          |
| Douglas   | 1,002           | 364      | 2.75          |
| Other     | 2,332           | 492      | 4.74          |
| Total     | 137,199         | 98,853   | 1.39          |

**Months supply** is an estimate of how long it would take for the entire inventory of active listings to sell at the current pace, assuming no new inventory comes onto the market. Many analysts consider a supply of 4-to-6 months to be a balanced market, meaning the market favors neither buyers nor sellers. The chief economist at the National Association of Realtors prefers six-to-seven months as an indicator.

\* calculations are based on closed sales, rather than pendings.

## SINGLE FAMILY HOMES + CONDOMINIUMS

| Total Active Listings Since 2008 |        |        |        |        |        |        |        |        |        |        |        |        |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                  | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct    | Nov    | Dec    |
| 2017                             | 9750   | 9089   | 9772   | 10677  | 12479  | 14480  | 15749  | 15987  | 15888  | 13680  | 11193  | 8553   |
| 2016                             | 12357  | 12107  | 12653  | 14235  | 15198  | 16838  | 18287  | 18336  | 18136  | 15690  | 13303  | 10571  |
| 2015                             | 17,082 | 16,946 | 17,007 | 18,132 | 19,515 | 20,333 | 21,069 | 20,749 | 19,724 | 18,068 | 15,327 | 12,522 |
| 2014                             | 19,195 | 19,273 | 19,736 | 21,390 | 21,390 | 25,342 | 26,813 | 27,060 | 25,717 | 23,501 | 20,864 | 17,659 |
| 2013                             | 18,008 | 18,114 | 18,500 | 19,826 | 21,943 | 23,581 | 25,272 | 26,433 | 26,014 | 24,391 | 22,061 | 19,214 |
| 2012                             | 26,226 | 25,510 | 24,883 | 25,291 | 26,191 | 26,545 | 26,747 | 26,506 | 25,476 | 23,115 | 21,042 | 17,718 |
| 2011                             | 32,647 | 32,922 | 33,444 | 34,862 | 36,261 | 36,871 | 37,465 | 36,907 | 35,254 | 33,094 | 30,650 | 26,639 |
| 2010                             | 34,256 | 36,350 | 38,716 | 39,999 | 41,318 | 42,940 | 44,770 | 44,186 | 42,153 | 39,677 | 36,835 | 32,171 |
| 2009                             | 38,171 | 39,299 | 39,825 | 40,147 | 41,318 | 41,317 | 42,320 | 41,528 | 40,041 | 38,159 | 36,266 | 32,152 |
| 2008                             | 41,498 | 43,927 | 46,358 | 49,141 | 51,817 | 50,143 | 52,694 | 50,772 | 48,665 | 46,189 | 43,584 | 38,089 |

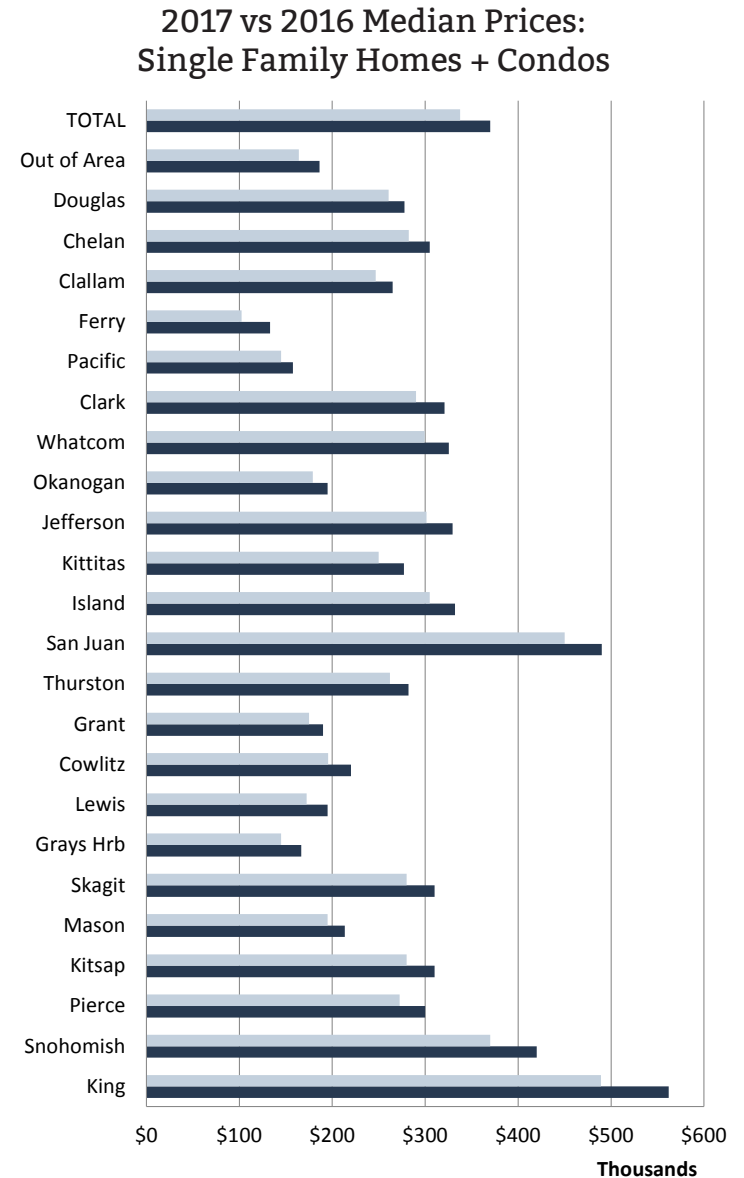
| Closed Sales Since 2008 |       |       |       |       |       |        |       |        |       |       |       |       |
|-------------------------|-------|-------|-------|-------|-------|--------|-------|--------|-------|-------|-------|-------|
|                         | Jan   | Feb   | Mar   | Apr   | May   | Jun    | Jul   | Aug    | Sep   | Oct   | Nov   | Dec   |
| 2017                    | 5,870 | 5,358 | 7,540 | 7,268 | 9,106 | 10,079 | 9,707 | 10,347 | 9,371 | 8,989 | 8,068 | 7,642 |
| 2016                    | 4,985 | 5,029 | 7,075 | 7,705 | 8,630 | 9,805  | 9,466 | 9,767  | 9,032 | 8,554 | 7,877 | 7,575 |
| 2015                    | 4467  | 4761  | 6769  | 7696  | 8229  | 9163   | 9424  | 8718   | 8245  | 7769  | 5999  | 7091  |
| 2014                    | 4306  | 4196  | 5753  | 6190  | 7187  | 7558   | 7878  | 7775   | 7020  | 7257  | 5872  | 6284  |
| 2013                    | 4289  | 4205  | 5745  | 6209  | 7349  | 7318   | 7772  | 7841   | 6711  | 6752  | 5616  | 5710  |
| 2012                    | 3469  | 3846  | 5044  | 5177  | 6027  | 6214   | 6098  | 6612   | 5535  | 6000  | 5333  | 5267  |
| 2011                    | 3206  | 3080  | 4590  | 4581  | 5015  | 5561   | 5180  | 5704   | 4988  | 4764  | 4879  | 4741  |
| 2010                    | 3141  | 3214  | 4972  | 5243  | 5290  | 5763   | 4491  | 4211   | 3997  | 4072  | 3581  | 4426  |
| 2009                    | 2402  | 2407  | 3382  | 3478  | 4154  | 5146   | 5527  | 5086   | 5132  | 5512  | 5168  | 4711  |
| 2008                    | 3622  | 3827  | 5164  | 5208  | 5158  | 5379   | 5271  | 5123   | 4877  | 4512  | 2937  | 3045  |

| Months Supply Since 2008 |       |       |       |       |       |      |       |       |       |       |       |       |
|--------------------------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|
|                          | Jan   | Feb   | Mar   | Apr   | May   | Jun  | Jul   | Aug   | Sep   | Oct   | Nov   | Dec   |
| 2017                     | 1.66  | 1.70  | 1.30  | 1.47  | 1.37  | 1.44 | 1.62  | 1.55  | 1.70  | 1.52  | 1.39  | 1.12  |
| 2016                     | 2.48  | 2.41  | 1.79  | 1.85  | 1.76  | 1.72 | 1.93  | 1.88  | 2.01  | 1.83  | 1.69  | 1.40  |
| 2015                     | 3.82  | 3.56  | 2.51  | 2.36  | 2.37  | 2.22 | 2.24  | 2.38  | 2.39  | 2.33  | 2.55  | 1.77  |
| 2014                     | 4.46  | 4.59  | 3.43  | 3.46  | 2.98  | 3.35 | 3.40  | 3.48  | 3.66  | 3.24  | 3.55  | 2.81  |
| 2013                     | 4.20  | 4.31  | 3.22  | 3.19  | 2.99  | 3.22 | 3.25  | 3.37  | 3.88  | 3.61  | 3.93  | 3.36  |
| 2012                     | 7.56  | 6.63  | 4.93  | 4.89  | 4.35  | 4.27 | 4.39  | 4.01  | 4.60  | 3.85  | 3.95  | 3.36  |
| 2011                     | 10.18 | 10.69 | 7.29  | 7.61  | 7.23  | 6.63 | 7.23  | 6.47  | 7.07  | 6.95  | 6.28  | 5.62  |
| 2010                     | 10.91 | 11.31 | 7.79  | 7.63  | 7.81  | 7.45 | 9.97  | 10.49 | 10.55 | 9.74  | 10.29 | 7.27  |
| 2009                     | 15.89 | 16.33 | 11.78 | 11.54 | 9.95  | 8.03 | 7.66  | 8.17  | 7.80  | 6.92  | 7.02  | 6.82  |
| 2008                     | 11.46 | 11.48 | 8.98  | 9.44  | 10.05 | 9.32 | 10.00 | 9.91  | 9.98  | 10.24 | 14.84 | 12.51 |

## 2017 VS 2016 SINGLE FAMILY HOMES + CONDOMINIUMS

|              | MEDIAN PRICE |           |          |
|--------------|--------------|-----------|----------|
|              | 2017         | 2016      | % Change |
| King         | \$562,000    | \$489,000 | 14.93%   |
| Snohomish    | \$419,950    | \$370,000 | 13.50%   |
| Pierce       | \$300,000    | \$272,500 | 10.09%   |
| Kitsap       | \$310,000    | \$280,000 | 10.71%   |
| Mason        | \$213,500    | \$195,000 | 9.49%    |
| Skagit       | \$310,000    | \$279,900 | 10.75%   |
| Grays Harbor | \$166,500    | \$145,000 | 14.83%   |
| Lewis        | \$195,000    | \$172,500 | 13.04%   |
| Cowlitz      | \$220,000    | \$195,450 | 12.56%   |
| Grant        | \$190,000    | \$175,000 | 8.57%    |
| Thurston     | \$282,000    | \$261,997 | 7.63%    |
| San Juan     | \$490,000    | \$450,000 | 8.89%    |
| Island       | \$332,000    | \$305,000 | 8.85%    |
| Kittitas     | \$277,000    | \$250,000 | 10.80%   |
| Jefferson    | \$329,500    | \$301,500 | 9.29%    |
| Okanogan     | \$194,950    | \$179,000 | 8.91%    |
| Whatcom      | \$325,482    | \$299,500 | 8.68%    |
| Clark        | \$320,700    | \$290,000 | 10.59%   |
| Pacific      | \$157,500    | \$145,000 | 8.62%    |
| Ferry        | \$133,000    | \$102,500 | 29.76%   |
| Clallam      | \$265,000    | \$246,750 | 7.40%    |
| Chelan       | \$305,000    | \$282,200 | 8.08%    |
| Douglas      | \$277,750    | \$260,700 | 6.54%    |
| Out of Area  | \$186,375    | \$164,100 | 13.57%   |
| Total        | \$370,000    | \$337,500 | 9.63%    |

|              | UNITS  |        |          |
|--------------|--------|--------|----------|
|              | 2017   | 2016   | % Change |
| King         | 35,122 | 35,539 | -1.17%   |
| Snohomish    | 15,649 | 15,172 | 3.14%    |
| Pierce       | 17,337 | 15,924 | 8.87%    |
| Kitsap       | 5,094  | 4,760  | 7.02%    |
| Mason        | 1,421  | 1,171  | 21.35%   |
| Skagit       | 2,222  | 2,244  | -0.98%   |
| Grays Harbor | 1,401  | 1,258  | 11.37%   |
| Lewis        | 1,218  | 1,078  | 12.99%   |
| Cowlitz      | 1,497  | 1,358  | 10.24%   |
| Grant        | 959    | 871    | 10.10%   |
| Thurston     | 5,601  | 5,042  | 11.09%   |
| San Juan     | 346    | 326    | 6.13%    |
| Island       | 1,951  | 1,836  | 6.26%    |
| Kittitas     | 907    | 871    | 4.13%    |
| Jefferson    | 674    | 658    | 2.43%    |
| Okanogan     | 438    | 391    | 12.02%   |
| Whatcom      | 3,740  | 3,701  | 1.05%    |
| Clark        | 478    | 457    | 4.60%    |
| Pacific      | 538    | 512    | 5.08%    |
| Ferry        | 57     | 40     | 42.50%   |
| Clallam      | 1,082  | 804    | 34.58%   |
| Chelan       | 757    | 762    | -0.66%   |
| Douglas      | 364    | 360    | 1.11%    |
| Out of Area  | 492    | 345    | 42.61%   |
| Total        | 99,345 | 95,500 | 4.03%    |



■ 2016 ■ 2017

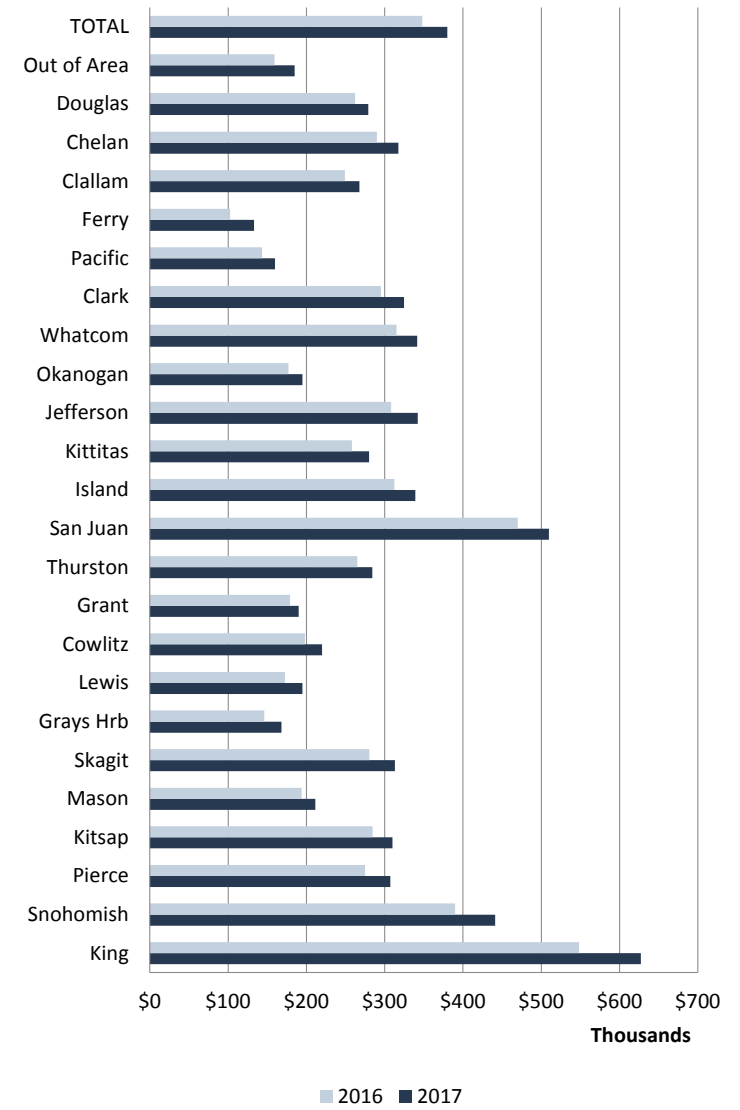
Figures for 2017 and 2016 are from Dec. 2017/YTD Area Statistics reports

## 2017 VS 2016 SINGLE FAMILY HOMES ONLY

|              | MEDIAN PRICE |           |          |
|--------------|--------------|-----------|----------|
|              | 2017         | 2016      | % Change |
| King         | \$627,000    | \$548,000 | 14.42%   |
| Snohomish    | \$440,877    | \$390,000 | 13.05%   |
| Pierce       | \$307,000    | \$275,000 | 11.64%   |
| Kitsap       | \$310,000    | \$284,500 | 8.96%    |
| Mason        | \$211,500    | \$194,000 | 9.02%    |
| Skagit       | \$313,000    | \$280,250 | 11.69%   |
| Grays Harbor | \$168,000    | \$146,053 | 15.03%   |
| Lewis        | \$195,000    | \$172,500 | 13.04%   |
| Cowlitz      | \$220,000    | \$198,000 | 11.11%   |
| Grant        | \$190,000    | \$178,975 | 6.16%    |
| Thurston     | \$284,000    | \$264,950 | 7.19%    |
| San Juan     | \$509,700    | \$470,000 | 8.45%    |
| Island       | \$339,000    | \$312,250 | 8.57%    |
| Kittitas     | \$280,000    | \$257,900 | 8.57%    |
| Jefferson    | \$342,000    | \$308,000 | 11.04%   |
| Okanogan     | \$194,950    | \$177,000 | 10.14%   |
| Whatcom      | \$341,520    | \$315,000 | 8.42%    |
| Clark        | \$324,500    | \$295,250 | 9.91%    |
| Pacific      | \$159,900    | \$143,500 | 11.43%   |
| Ferry        | \$133,000    | \$102,500 | 29.76%   |
| Clallam      | \$267,500    | \$249,000 | 7.43%    |
| Chelan       | \$317,500    | \$289,900 | 9.52%    |
| Douglas      | \$279,000    | \$262,000 | 6.49%    |
| Out of Area  | \$185,000    | \$159,000 | 16.35%   |
| Total        | \$380,000    | \$348,000 | 9.20%    |

|              | UNITS  |        |          |
|--------------|--------|--------|----------|
|              | 2017   | 2016   | % Change |
| King         | 27,281 | 27,132 | 0.55%    |
| Snohomish    | 12,692 | 12,410 | 2.27%    |
| Pierce       | 16,227 | 14,949 | 8.55%    |
| Kitsap       | 4,840  | 4,523  | 7.01%    |
| Mason        | 1,406  | 1,163  | 20.89%   |
| Skagit       | 2,122  | 2,160  | -1.76%   |
| Grays Harbor | 1,329  | 1,192  | 11.49%   |
| Lewis        | 1,217  | 1,075  | 13.21%   |
| Cowlitz      | 1,483  | 1,337  | 10.92%   |
| Grant        | 940    | 848    | 10.85%   |
| Thurston     | 5,466  | 4,907  | 11.39%   |
| San Juan     | 316    | 309    | 2.27%    |
| Island       | 1,862  | 1,748  | 6.52%    |
| Kittitas     | 849    | 819    | 3.66%    |
| Jefferson    | 630    | 626    | 0.64%    |
| Okanogan     | 438    | 390    | 12.31%   |
| Whatcom      | 3,152  | 3,159  | -0.22%   |
| Clark        | 462    | 434    | 6.45%    |
| Pacific      | 491    | 481    | 2.08%    |
| Ferry        | 57     | 40     | 42.50%   |
| Clallam      | 1,059  | 779    | 35.94%   |
| Chelan       | 685    | 703    | -2.56%   |
| Douglas      | 336    | 345    | -2.61%   |
| Out of Area  | 479    | 323    | 48.30%   |
| Total        | 85,819 | 81,852 | 4.85%    |

Median Prices, SFH only  
2017 vs 2016



Figures for 2017 and 2016 are from Dec. 2017/YTD Area Statistics reports

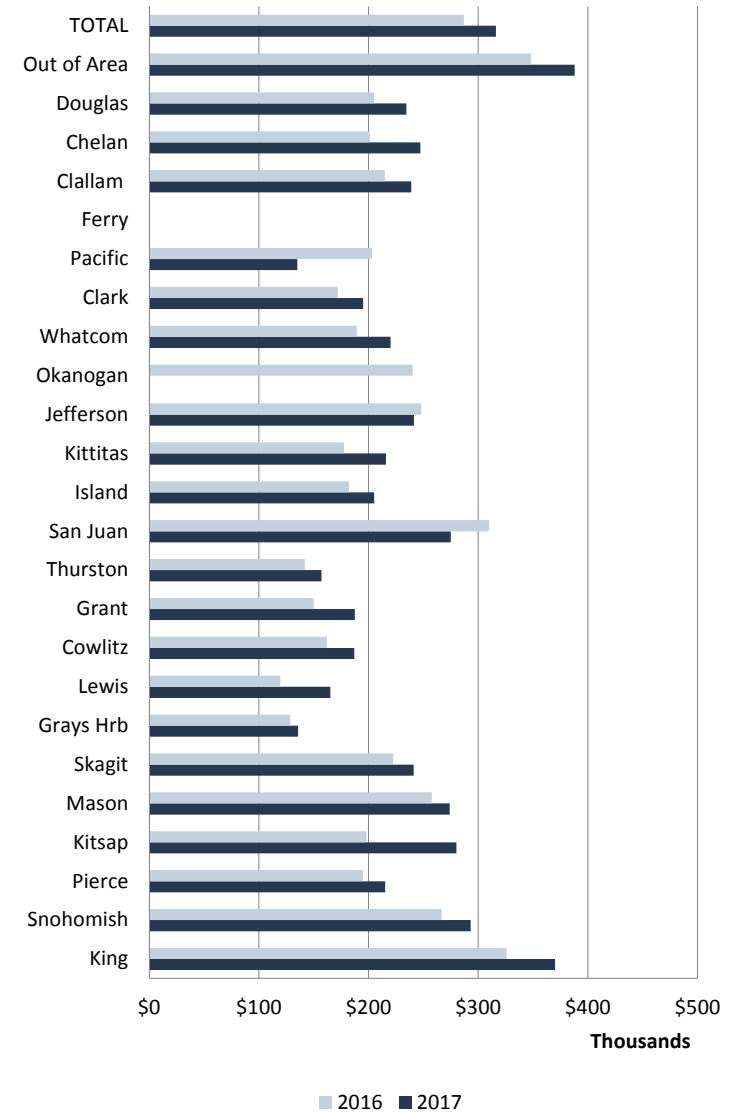


## 2017 VS 2016 CONDOMINIUMS ONLY

|              | MEDIAN PRICE |           |          |
|--------------|--------------|-----------|----------|
|              | 2017         | 2016      | % Change |
| King         | \$370,000    | \$326,000 | 13.50%   |
| Snohomish    | \$293,000    | \$266,500 | 9.94%    |
| Pierce       | \$215,000    | \$195,000 | 10.26%   |
| Kitsap       | \$280,000    | \$198,000 | 41.41%   |
| Mason        | \$274,000    | \$257,475 | 6.42%    |
| Skagit       | \$241,200    | \$222,500 | 8.40%    |
| Grays Harbor | \$135,750    | \$128,500 | 5.64%    |
| Lewis        | \$165,000    | \$119,500 | 38.08%   |
| Cowlitz      | \$187,000    | \$162,000 | 15.43%   |
| Grant        | \$187,500    | \$149,900 | 25.08%   |
| Thurston     | \$157,000    | \$141,900 | 10.64%   |
| San Juan     | \$275,000    | \$310,000 | -11.29%  |
| Island       | \$205,000    | \$182,125 | 12.56%   |
| Kittitas     | \$215,750    | \$177,500 | 21.55%   |
| Jefferson    | \$241,250    | \$248,000 | -2.72%   |
| Okanogan     |              | \$240,000 | N/A      |
| Whatcom      | \$220,000    | \$189,000 | 16.40%   |
| Clark        | \$195,000    | \$172,000 | 13.37%   |
| Pacific      | \$134,900    | \$203,000 | -33.55%  |
| Ferry        |              |           | N/A      |
| Clallam      | \$239,000    | \$214,900 | 11.21%   |
| Chelan       | \$247,250    | \$201,110 | 22.94%   |
| Douglas      | \$234,500    | \$205,000 | 14.39%   |
| Out of Area  | \$388,000    | \$347,995 | 11.50%   |
| Total        | \$316,000    | \$287,000 | 10.10%   |

|              | UNITS  |        |          |
|--------------|--------|--------|----------|
|              | 2017   | 2016   | % Change |
| King         | 7,841  | 8,407  | -6.73%   |
| Snohomish    | 2,957  | 2,762  | 7.06%    |
| Pierce       | 1,110  | 975    | 13.85%   |
| Kitsap       | 254    | 237    | 7.17%    |
| Mason        | 15     | 08     | 87.50%   |
| Skagit       | 100    | 84     | 19.05%   |
| Grays Harbor | 72     | 66     | 9.09%    |
| Lewis        | 01     | 03     | -66.67%  |
| Cowlitz      | 14     | 21     | -33.33%  |
| Grant        | 19     | 23     | -17.39%  |
| Thurston     | 135    | 135    | 0.00%    |
| San Juan     | 30     | 17     | 76.47%   |
| Island       | 89     | 88     | 1.14%    |
| Kittitas     | 58     | 52     | 11.54%   |
| Jefferson    | 44     | 32     | 37.50%   |
| Okanogan     | 00     | 01     | N/A      |
| Whatcom      | 588    | 542    | 8.49%    |
| Clark        | 16     | 23     | -30.43%  |
| Pacific      | 47     | 31     | 51.61%   |
| Ferry        | 00     | 00     | N/A      |
| Clallam      | 23     | 25     | -8.00%   |
| Chelan       | 72     | 59     | 22.03%   |
| Douglas      | 28     | 15     | 86.67%   |
| Out of Area  | 13     | 22     | -40.91%  |
| Total        | 13,526 | 13,628 | -0.75%   |

Median Prices, Condos only  
2017 vs 2016



Figures for 2017 and 2016 are from Dec. 2017/YTD Area Statistics reports

## CLOSING PRICES BY COUNTY/AREA—SINGLE FAMILY HOMES ONLY

### ALL AREAS

|   | Units         | Median           | Average          | Lowest          | Highest                 |
|---|---------------|------------------|------------------|-----------------|-------------------------|
| King  | 27,281        | \$627,000        | \$741,649        | \$55,000        | \$23,375,000            |
| Snohomish   | 12,692        | \$440,877        | \$480,639        | \$21,000        | \$3,000,000             |
| Pierce  | 16,227        | \$307,000        | \$341,759        | \$31,000        | \$3,000,000             |
| Kitsap  | 4,840         | \$310,000        | \$388,515        | \$46,350        | \$4,970,000             |
| <b>Subtotal: 4-County Puget Sound Region</b>                | <b>61,040</b> | <b>\$440,537</b> | <b>\$554,294</b> | <b>\$21,000</b> | <b>\$23,375,000</b>     |
| Mason   | 1,406         | \$211,500        | \$236,245        | \$10,000        | \$1,975,000             |
| Skagit  | 2,122         | \$313,000        | \$348,339        | \$10,000        | \$2,200,000             |
| Grays Harbor  | 1,329         | \$168,000        | \$184,293        | \$11,500        | \$1,450,000             |
| Lewis   | 1,217         | \$195,000        | \$211,923        | \$11,000        | \$799,000               |
| Cowlitz   | 1,483         | \$220,000        | \$235,605        | \$20,000        | \$780,300               |
| Grant   | 940           | \$190,000        | \$205,524        | \$16,500        | \$800,000               |
| Thurston  | 5,466         | \$284,000        | \$307,351        | \$19,500        | \$2,500,000             |
| San Juan  | 316           | \$509,700        | \$699,769        | \$131,000       | \$4,350,000             |
| Island  | 1,862         | \$339,000        | \$403,193        | \$55,000        | \$4,450,000             |
| Kittitas  | 849           | \$280,000        | \$359,768        | \$27,000        | \$2,800,000             |
| Jefferson   | 630           | \$342,000        | \$379,681        | \$25,500        | \$1,600,000             |
| Okanogan  | 438           | \$194,950        | \$230,720        | \$20,000        | \$950,000               |
| Whatcom   | 3,152         | \$341,520        | \$379,438        | \$10,200        | \$2,500,000             |
| Clark   | 462           | \$324,500        | \$367,151        | \$65,000        | \$1,495,000             |
| Pacific   | 491           | \$159,900        | \$188,024        | \$10,000        | \$1,260,000             |
| Ferry   | 57            | \$133,000        | \$159,168        | \$27,000        | \$428,500               |
| Clallam   | 1,059         | \$267,500        | \$305,694        | \$14,500        | \$1,900,000             |
| Chelan  | 685           | \$317,500        | \$387,737        | \$45,000        | \$3,500,000             |
| Douglas   | 336           | \$279,000        | \$306,927        | \$39,000        | \$1,495,000             |
| <b>Sub Total: 19 counties, excluding Puget Sound Region</b> | <b>24,300</b> | <b>\$276,000</b> | <b>\$311,968</b> | <b>\$10,000</b> | <b>\$4,450,000</b>      |
| Other/Out of Area   | 479           | \$185,000        | \$196,250        | \$14,500        | \$757,750               |
| <b>TOTAL all areas</b>                                      | <b>85,819</b> | <b>\$380,000</b> | <b>\$482,727</b> | <b>\$6,622</b>  | <b>\$9,751,880</b>      |
| <b>Total Value, sales</b>                                   |               |                  |                  |                 | <b>\$41,427,148,413</b> |

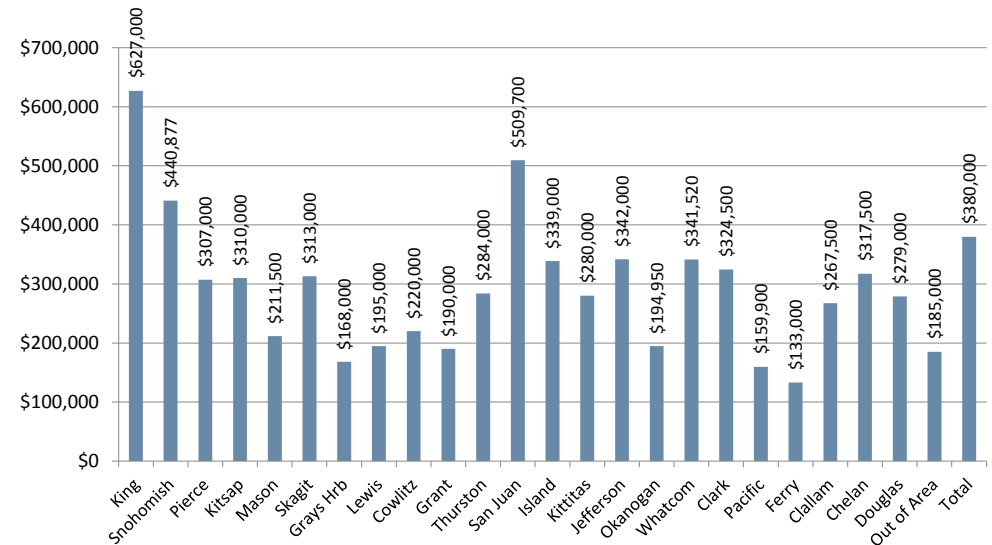
### KING COUNTY SUB-AREAS BREAKDOWN

|          | Units | Median    | Average     | Lowest    | Highest      |
|----------|-------|-----------|-------------|-----------|--------------|
| SW King  | 3,575 | \$387,250 | \$423,012   | \$30,700  | \$1,889,000  |
| SE King  | 6,311 | \$420,000 | \$451,847   | \$42,000  | \$3,200,000  |
| Seattle  | 8,039 | \$725,000 | \$817,046   | \$120,000 | \$8,850,000  |
| N King   | 962   | \$600,000 | \$661,112   | \$271,700 | \$4,900,000  |
| Eastside | 8,220 | \$867,998 | \$1,046,391 | \$71,500  | \$23,375,000 |
| Vashon   | 174   | \$605,295 | \$675,473   | \$179,000 | \$3,768,000  |

#### Sub Area NWMLS Map Area Numbers

SW King 100, 110, 120, 130  
 SE King 300, 310, 320, 330, 340, 350, 360  
 Seattle 140, 380, 385, 390, 700, 701, 705, 710  
 N. King 715, 720 (portion of 610 in King Co included in Snohomish stats)  
 Eastside 500, 510, 520, 530, 540, 550, 560, 600  
 Vashon 800

### Median Prices by County Single Family Homes only

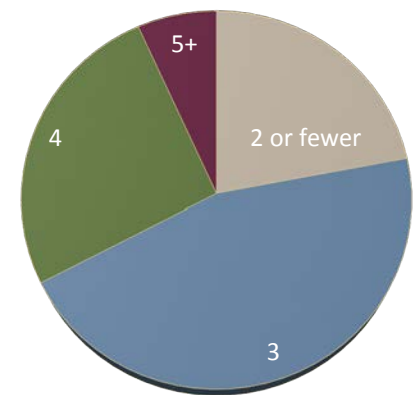


Data from December 2017 Area Statistics Report + Area Market Surveys

## CLOSED SALES BY NUMBER OF BEDROOMS

|              | Single Family Homes + Condominiums |                             |               |                             |               |                             |              |                             | Total         |
|--------------|------------------------------------|-----------------------------|---------------|-----------------------------|---------------|-----------------------------|--------------|-----------------------------|---------------|
|              | 2 or fewer bedrooms                | % of total (in that county) | 3 bedrooms    | % of total (in that county) | 4 bedrooms    | % of total (in that county) | 5 bedrooms   | % of total (in that county) |               |
| King         | 295                                | 35.29%                      | 350           | 41.87%                      | 147           | 17.58%                      | 44           | 5.26%                       | 836           |
| Snohomish    | 334                                | 30.73%                      | 575           | 52.90%                      | 154           | 14.17%                      | 24           | 2.21%                       | 1,087         |
| Pierce       | 63                                 | 13.26%                      | 250           | 52.63%                      | 138           | 29.05%                      | 24           | 5.05%                       | 475           |
| Kitsap       | 278                                | 18.48%                      | 829           | 55.12%                      | 328           | 21.81%                      | 69           | 4.59%                       | 1,504         |
| Mason        | 65                                 | 17.86%                      | 179           | 49.18%                      | 92            | 25.27%                      | 28           | 7.69%                       | 364           |
| Skagit       | 31                                 | 53.45%                      | 21            | 36.21%                      | 4             | 6.90%                       | 2            | 3.45%                       | 58            |
| Grays Harbor | 163                                | 17.01%                      | 525           | 54.80%                      | 218           | 22.76%                      | 52           | 5.43%                       | 958           |
| Lewis        | 459                                | 32.67%                      | 717           | 51.03%                      | 196           | 13.95%                      | 33           | 2.35%                       | 1,405         |
| Cowlitz      | 632                                | 32.44%                      | 1,072         | 55.03%                      | 221           | 11.34%                      | 23           | 1.18%                       | 1,948         |
| Grant        | 301                                | 44.73%                      | 310           | 46.06%                      | 52            | 7.73%                       | 10           | 1.49%                       | 673           |
| Thurston     | 9,368                              | 26.60%                      | 12,544        | 35.61%                      | 9,897         | 28.10%                      | 3,413        | 9.69%                       | 35,222        |
| San Juan     | 942                                | 18.53%                      | 2,949         | 57.99%                      | 1,082         | 21.28%                      | 112          | 2.20%                       | 5,085         |
| Island       | 265                                | 29.15%                      | 445           | 48.95%                      | 158           | 17.38%                      | 41           | 4.51%                       | 909           |
| Kittitas     | 299                                | 24.37%                      | 751           | 61.21%                      | 153           | 12.47%                      | 24           | 1.96%                       | 1,227         |
| Jefferson    | 529                                | 37.20%                      | 747           | 52.53%                      | 120           | 8.44%                       | 26           | 1.83%                       | 1,422         |
| Okanogan     | 165                                | 37.50%                      | 206           | 46.82%                      | 50            | 11.36%                      | 19           | 4.32%                       | 440           |
| Whatcom      | 273                                | 50.65%                      | 208           | 38.59%                      | 48            | 8.91%                       | 10           | 1.86%                       | 539           |
| Clark        | 2,326                              | 13.46%                      | 8,697         | 50.32%                      | 5,042         | 29.17%                      | 1,220        | 7.06%                       | 17,285        |
| Pacific      | 159                                | 44.66%                      | 161           | 45.22%                      | 30            | 8.43%                       | 6            | 1.69%                       | 356           |
| Ferry        | 464                                | 20.95%                      | 1,284         | 57.97%                      | 402           | 18.15%                      | 65           | 2.93%                       | 2,215         |
| Clallam      | 2,463                              | 16.15%                      | 6,885         | 45.15%                      | 4,832         | 31.69%                      | 1,068        | 7.00%                       | 15,248        |
| Chelan       | 780                                | 13.91%                      | 3,125         | 55.71%                      | 1,492         | 26.60%                      | 212          | 3.78%                       | 5,609         |
| Douglas      | 1,053                              | 28.08%                      | 1,852         | 49.39%                      | 688           | 18.35%                      | 157          | 4.19%                       | 3,750         |
| Out of Area  | 104                                | 21.22%                      | 235           | 47.96%                      | 118           | 24.08%                      | 33           | 6.73%                       | 490           |
| <b>Total</b> | <b>21,811</b>                      | <b>22.01%</b>               | <b>44,917</b> | <b>45.32%</b>               | <b>25,662</b> | <b>25.89%</b>               | <b>6,715</b> | <b>6.78%</b>                | <b>99,105</b> |
| % of total   | 22.01%                             |                             | 45.32%        |                             | 25.89%        |                             | 6.78%        |                             | 100.00%       |

Sales by Number of Bedrooms



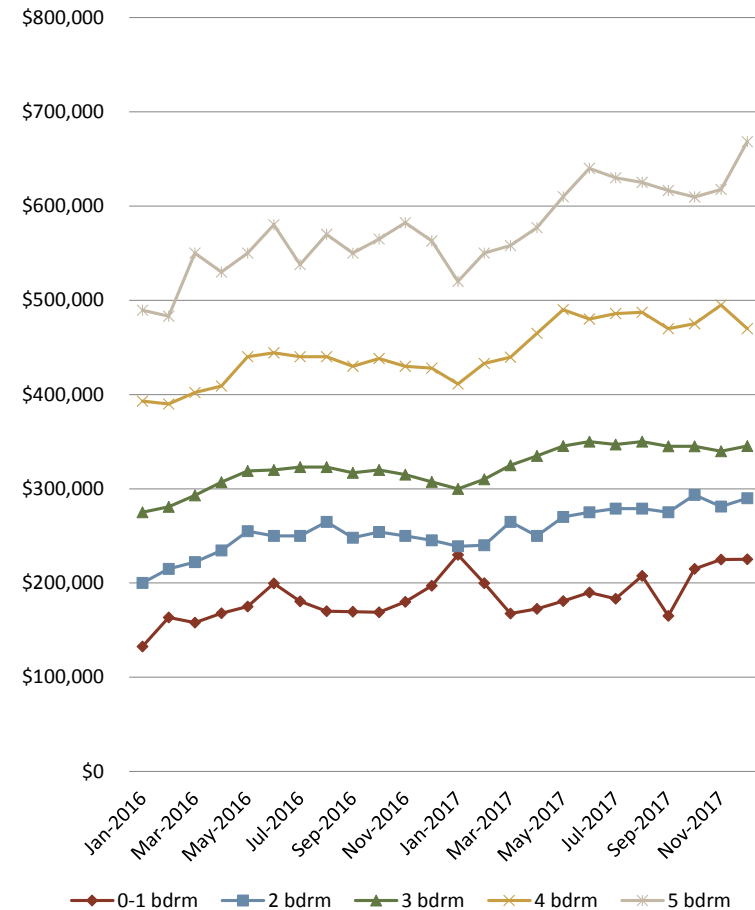
Note: AMS Closed SFH+Condo = 99,345

# Distribution of Sales

## CLOSED SALES BY NUMBER OF BEDROOMS—ALL AREAS

| 2016–2017 Median Prices — Single Family Homes Only |                |               |               |               |               |
|--|----------------|---------------|---------------|---------------|---------------|
|  | 0–1<br>bedroom | 2<br>bedrooms | 3<br>bedrooms | 4<br>bedrooms | 5<br>bedrooms |
| Jan-2016   | \$132,500      | \$200,000     | \$275,000     | \$392,950     | \$489,500     |
| Feb-2016   | \$163,500      | \$214,975     | \$280,983     | \$390,000     | \$483,000     |
| Mar-2016   | \$158,000      | \$222,310     | \$293,000     | \$402,000     | \$549,948     |
| Apr-2016   | \$167,850      | \$234,500     | \$306,950     | \$408,950     | \$529,973     |
| May-2016   | \$175,000      | \$255,000     | \$319,000     | \$440,000     | \$550,000     |
| Jun-2016   | \$199,500      | \$250,000     | \$320,000     | \$444,225     | \$579,990     |
| Jul-2016   | \$180,500      | \$250,000     | \$323,000     | \$440,000     | \$537,975     |
| Aug-2016   | \$170,000      | \$265,000     | \$322,900     | \$440,000     | \$569,900     |
| Sep-2016   | \$169,450      | \$248,000     | \$317,000     | \$429,975     | \$550,000     |
| Oct-2016   | \$169,000      | \$254,000     | \$320,000     | \$438,258     | \$564,975     |
| Nov-2016   | \$180,000      | \$250,000     | \$315,000     | \$429,950     | \$582,450     |
| Dec-2016   | \$197,000      | \$245,450     | \$307,375     | \$427,950     | \$563,145     |
| Jan-2017   | \$230,000      | \$239,000     | \$300,000     | \$411,300     | \$520,000     |
| Feb-2017   | \$199,750      | \$240,000     | \$310,000     | \$433,000     | \$549,950     |
| Mar-2017   | \$167,500      | \$265,000     | \$325,000     | \$439,478     | \$558,116     |
| Apr-2017   | \$172,500      | \$250,000     | \$334,990     | \$465,000     | \$577,000     |
| May-2017   | \$180,750      | \$270,000     | \$345,450     | \$490,000     | \$610,000     |
| Jun-2017   | \$190,000      | \$275,000     | \$350,000     | \$480,000     | \$640,000     |
| Jul-2017   | \$183,195      | \$279,000     | \$347,000     | \$486,000     | \$630,000     |
| Aug-2017   | \$207,500      | \$279,000     | \$350,000     | \$487,297     | \$625,000     |
| Sep-2017   | \$165,000      | \$275,100     | \$345,000     | \$470,000     | \$616,490     |
| Oct-2017   | \$215,000      | \$293,500     | \$345,000     | \$475,000     | \$609,500     |
| Nov-2017   | \$225,000      | \$281,125     | \$339,950     | \$495,000     | \$617,500     |
| Dec-2017   | \$225,071      | \$290,000     | \$345,250     | \$470,000     | \$668,250     |

Prices by Number of Bedrooms, 2016–2017



Both years from Matrix stats, 1/16/18

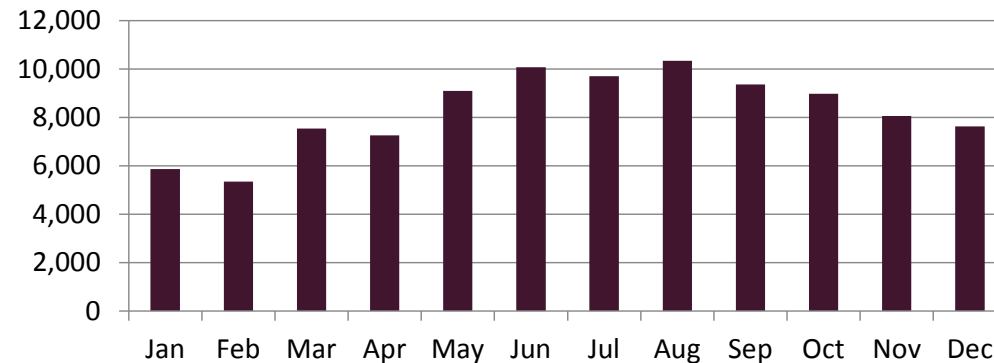


# Closed Sales — Units

## SINGLE FAMILY HOMES + CONDOMINIUMS

|              | Jan          | Feb          | Mar          | Apr          | May          | Jun           | Jul          | Aug           | Sept         | Oct          | Nov          | Dec          | Total         |
|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|--------------|---------------|
| King         | 2,007        | 1,779        | 2,699        | 2,634        | 3,380        | 3,652         | 3,462        | 3,571         | 3,262        | 3,174        | 2,821        | 2,681        | 35,122        |
| Snohomish    | 938          | 904          | 1,167        | 1,116        | 1,394        | 1,553         | 1,556        | 1,648         | 1,466        | 1,428        | 1,237        | 1,242        | 15,649        |
| Pierce       | 1,099        | 985          | 1,361        | 1,289        | 1,587        | 1,714         | 1,635        | 1,763         | 1,617        | 1,546        | 1,385        | 1,356        | 17,337        |
| Kitsap       | 313          | 273          | 401          | 339          | 450          | 483           | 499          | 552           | 519          | 424          | 432          | 409          | 5,094         |
| Mason        | 83           | 82           | 94           | 110          | 129          | 165           | 136          | 168           | 138          | 137          | 98           | 81           | 1,421         |
| Skagit       | 139          | 134          | 180          | 183          | 192          | 220           | 238          | 238           | 184          | 201          | 157          | 156          | 2,222         |
| Grays Harbor | 76           | 74           | 98           | 90           | 127          | 140           | 141          | 141           | 156          | 131          | 124          | 103          | 1,401         |
| Lewis        | 78           | 71           | 101          | 96           | 102          | 117           | 97           | 129           | 125          | 98           | 112          | 92           | 1,218         |
| Cowlitz      | 92           | 88           | 119          | 85           | 133          | 152           | 143          | 150           | 131          | 144          | 131          | 129          | 1,497         |
| Grant        | 52           | 37           | 59           | 70           | 86           | 98            | 108          | 108           | 82           | 106          | 84           | 69           | 959           |
| Thurston     | 311          | 306          | 418          | 411          | 497          | 552           | 543          | 609           | 569          | 519          | 441          | 425          | 5,601         |
| San Juan     | 24           | 19           | 22           | 21           | 27           | 30            | 26           | 34            | 43           | 32           | 36           | 32           | 346           |
| Island       | 121          | 105          | 172          | 161          | 154          | 217           | 164          | 200           | 176          | 177          | 162          | 142          | 1,951         |
| Kittitas     | 50           | 61           | 47           | 54           | 85           | 99            | 90           | 107           | 80           | 79           | 86           | 69           | 907           |
| Jefferson    | 37           | 32           | 63           | 46           | 58           | 58            | 66           | 56            | 72           | 66           | 67           | 53           | 674           |
| Okanogan     | 28           | 24           | 18           | 25           | 25           | 48            | 50           | 55            | 51           | 43           | 39           | 32           | 438           |
| Whatcom      | 224          | 185          | 267          | 272          | 360          | 399           | 381          | 409           | 321          | 342          | 309          | 271          | 3,740         |
| Clark        | 22           | 25           | 29           | 38           | 37           | 30            | 52           | 48            | 40           | 47           | 59           | 51           | 478           |
| Pacific      | 32           | 39           | 43           | 38           | 48           | 40            | 45           | 61            | 53           | 67           | 38           | 34           | 538           |
| Ferry        | 4            | 1            | 4            | 4            | 7            | 5             | 5            | 8             | 5            | 5            | 4            | 5            | 57            |
| Clallam      | 54           | 61           | 87           | 74           | 95           | 108           | 100          | 113           | 107          | 91           | 96           | 96           | 1,082         |
| Chelan       | 43           | 43           | 43           | 54           | 66           | 94            | 85           | 73            | 87           | 53           | 69           | 47           | 757           |
| Douglas      | 21           | 13           | 19           | 37           | 31           | 45            | 32           | 46            | 33           | 35           | 32           | 20           | 364           |
| Others       | 22           | 17           | 29           | 21           | 36           | 60            | 53           | 60            | 54           | 44           | 49           | 47           | 492           |
| <b>Total</b> | <b>5,870</b> | <b>5,358</b> | <b>7,540</b> | <b>7,268</b> | <b>9,106</b> | <b>10,079</b> | <b>9,707</b> | <b>10,347</b> | <b>9,371</b> | <b>8,989</b> | <b>8,068</b> | <b>7,642</b> | <b>99,345</b> |

2017 Closed Sales by Month (Units)



## DOLLAR VOLUME—SINGLE FAMILY HOMES + CONDOMINIUMS

|                   | Units         | Average Price    | \$ Volume               |
|-------------------|---------------|------------------|-------------------------|
| King              | 35,122        | \$673,984        | \$23,671,667,453        |
| Snohomish         | 15,649        | \$451,989        | \$7,073,181,338         |
| Pierce            | 17,337        | \$335,413        | \$5,815,061,422         |
| Kitsap            | 5,094         | \$387,685        | \$1,974,866,320         |
| Mason             | 1,421         | \$236,687        | \$336,332,454           |
| Skagit            | 2,222         | \$344,775        | \$766,090,472           |
| Grays Harbor      | 1,401         | \$182,152        | \$255,194,882           |
| Lewis             | 1,218         | \$211,884        | \$258,075,090           |
| Cowlitz           | 1,497         | \$235,147        | \$352,014,969           |
| Grant             | 959           | \$205,611        | \$197,181,246           |
| Thurston          | 5,601         | \$304,233        | \$1,704,006,289         |
| San Juan          | 346           | \$667,392        | \$230,917,476           |
| Island            | 1,951         | \$394,393        | \$769,460,080           |
| Kittitas          | 907           | \$352,945        | \$320,120,752           |
| Jefferson         | 674           | \$372,500        | \$251,065,061           |
| Okanogan          | 438           | \$230,720        | \$101,055,465           |
| Whatcom           | 3,740         | \$360,319        | \$1,347,593,733         |
| Clark             | 478           | \$361,762        | \$172,922,461           |
| Pacific           | 538           | \$184,283        | \$99,144,259            |
| Ferry             | 57            | \$159,168        | \$9,072,584             |
| Clallam           | 1,082         | \$304,271        | \$329,221,633           |
| Chelan            | 757           | \$375,604        | \$284,332,342           |
| Douglas           | 364           | \$301,382        | \$109,702,891           |
| Others            | 492           | \$200,858        | \$98,822,200            |
| <b>2017 Total</b> | <b>99,345</b> | <b>\$468,339</b> | <b>\$46,527,103,184</b> |
| 2016              | 95,480        | \$422,749        | \$40,364,074,520        |

Total sales volume 2017 \$46,527,103,184

Total sales volume 2016 \$40,364,074,520

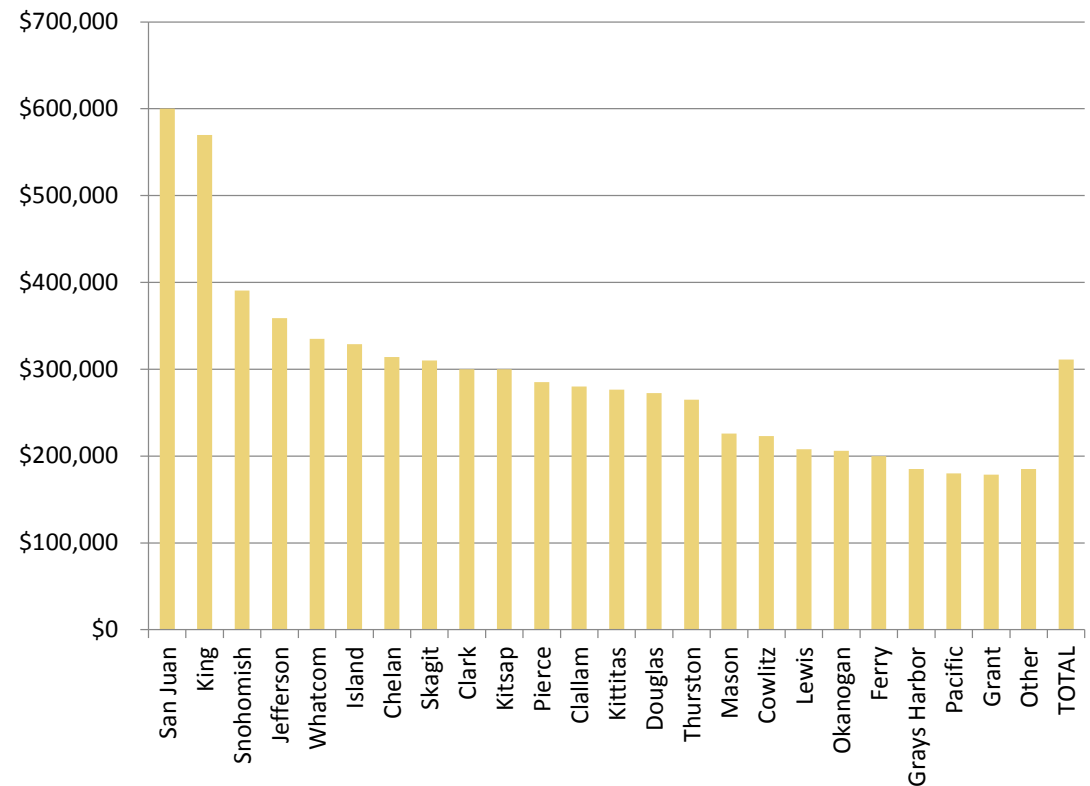
% change, 2017 vs 2016 15.27%

# Price Comparison by County

## CLOSED SALES — 3-BEDROOM SINGLE FAMILY HOMES ONLY

|                   | Median Price     | Units         |
|-------------------|------------------|---------------|
| San Juan          | \$600,000        | 155           |
| King              | \$570,000        | 11,181        |
| Snohomish         | \$390,675        | 5,868         |
| Jefferson         | \$359,000        | 301           |
| Whatcom           | \$335,000        | 1,728         |
| Island            | \$329,000        | 1,042         |
| Chelan            | \$314,000        | 335           |
| Skagit            | \$310,000        | 1,253         |
| Clark             | \$300,000        | 247           |
| Kitsap            | \$300,000        | 2,891         |
| Pierce            | \$285,000        | 8,365         |
| Clallam           | \$280,000        | 566           |
| Kittitas          | \$276,500        | 442           |
| Douglas           | \$272,450        | 174           |
| Thurston          | \$265,000        | 3,091         |
| Mason             | \$226,000        | 742           |
| Cowlitz           | \$223,000        | 827           |
| Lewis             | \$208,000        | 750           |
| Okanogan          | \$206,000        | 206           |
| Ferry             | \$199,900        | 21            |
| Grays Harbor      | \$184,945        | 708           |
| Pacific           | \$180,000        | 205           |
| Grant             | \$178,650        | 522           |
| Other             | \$185,000        | 240           |
| <b>2017 Total</b> | <b>\$311,000</b> | <b>41,860</b> |

Median Price: 3 Bedroom Home, 2017



From Matrix stats

## 2017 CLOSED SALES PRICES—NEW CONSTRUCTION

|                   | Single Family Homes |                  |                  |                 |                    |
|-------------------|---------------------|------------------|------------------|-----------------|--------------------|
|                   | Units               | Median           | Average          | Lowest          | Highest            |
| King              | 3,782               | \$755,063        | \$919,841        | \$165,000       | \$9,950,000        |
| Snohomish         | 2,172               | \$553,774        | \$582,739        | \$229,950       | \$1,980,000        |
| Pierce            | 1,852               | \$422,388        | \$436,012        | \$80,000        | \$2,100,000        |
| Kitsap            | 535                 | \$365,950        | \$427,375        | \$70,000        | \$2,220,000        |
| Mason             | 44                  | \$242,450        | \$257,250        | \$75,000        | \$685,000          |
| Skagit            | 207                 | \$375,000        | \$425,419        | \$204,950       | \$1,650,000        |
| Grays Harbor      | 94                  | \$229,900        | \$274,425        | \$32,500        | \$1,450,000        |
| Lewis             | 13                  | \$262,500        | \$273,638        | \$200,000       | \$410,000          |
| Cowlitz           | 50                  | \$347,900        | \$336,042        | \$165,000       | \$485,000          |
| Grant             | 110                 | \$208,527        | \$213,283        | \$109,900       | \$458,721          |
| Thurston          | 759                 | \$345,000        | \$377,517        | \$215,000       | \$807,634          |
| San Juan          | 12                  | \$509,135        | \$505,347        | \$261,000       | \$875,000          |
| Island            | 103                 | \$369,900        | \$398,449        | \$100,000       | \$975,000          |
| Kittitas          | 95                  | \$379,000        | \$446,141        | \$156,250       | \$1,595,000        |
| Jefferson         | 36                  | \$341,000        | \$411,048        | \$150,000       | \$818,000          |
| Okanogan          | 10                  | \$264,250        | \$265,019        | \$172,000       | \$365,000          |
| Whatcom           | 251                 | \$419,000        | \$433,083        | \$182,000       | \$1,017,886        |
| Clark             | 15                  | \$319,000        | \$395,140        | \$221,000       | \$665,000          |
| Pacific           | 08                  | \$217,500        | \$200,999        | \$75,000        | \$355,000          |
| Ferry             | 01                  | \$190,000        | \$190,000        | \$190,000       | \$190,000          |
| Clallam           | 49                  | \$360,900        | \$370,163        | \$200,000       | \$550,000          |
| Chelan            | 69                  | \$405,000        | \$501,404        | \$183,000       | \$1,900,000        |
| Douglas           | 15                  | \$439,210        | \$434,109        | \$343,000       | \$560,000          |
| Out of Area       | 27                  | \$278,093        | \$307,559        | \$192,151       | \$479,950          |
| <b>Total 2017</b> | <b>10,309</b>       | <b>\$524,900</b> | <b>\$633,149</b> | <b>\$32,500</b> | <b>\$9,950,000</b> |
| Total 2016        | 9,416               | \$475,000        | \$570,498        | \$32,000        | \$7,025,000        |

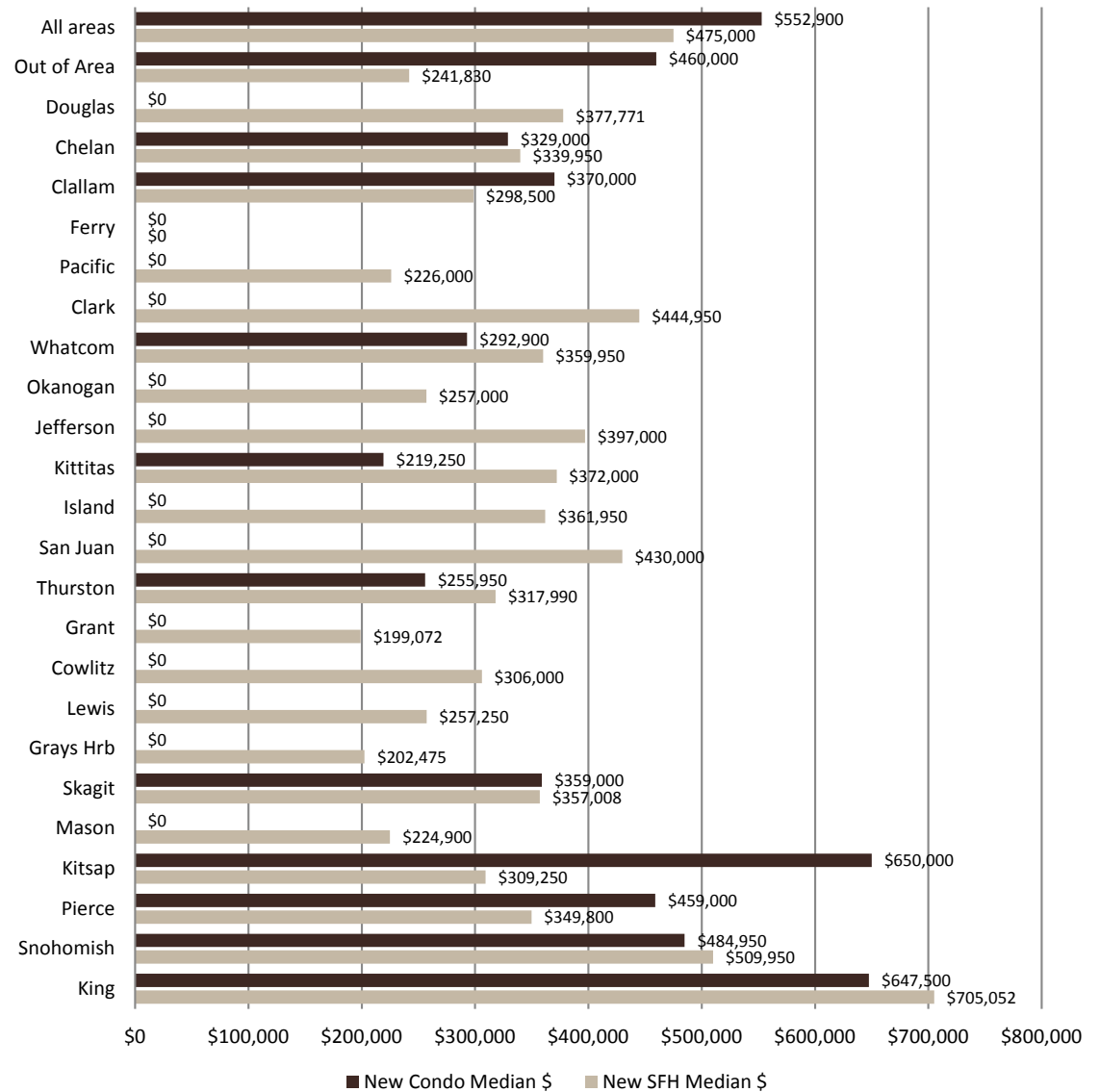
## New Construction

|                   | Condominiums |                  |                  |                 |                    |
|-------------------|--------------|------------------|------------------|-----------------|--------------------|
|                   | Units        | Median           | Average          | Lowest          | Highest            |
| King              | 266          | \$819,995        | \$830,680        | \$199,000       | \$2,850,000        |
| Snohomish         | 324          | \$487,515        | \$514,877        | \$42,000        | \$770,000          |
| Pierce            | 09           | \$380,000        | \$399,660        | \$85,000        | \$665,000          |
| Kitsap            | 33           | \$939,950        | \$837,177        | \$550,000       | \$1,100,000        |
| Mason             | 00           |                  | \$0              |                 |                    |
| Skagit            | 03           | \$390,000        | \$450,000        | \$385,000       | \$575,000          |
| Grays Harbor      | 00           |                  | \$0              |                 |                    |
| Lewis             | 00           |                  | \$0              |                 |                    |
| Cowlitz           | 00           |                  | \$0              |                 |                    |
| Grant             | 03           | \$179,000        | \$154,633        | \$59,500        | \$200,000          |
| Thurston          | 02           | \$162,500        | \$162,500        | \$120,000       | \$175,000          |
| San Juan          | 06           | \$225,000        | \$233,333        | \$200,000       | \$275,000          |
| Island            | 00           |                  | \$0              |                 |                    |
| Kittitas          | 00           |                  | \$0              |                 |                    |
| Jefferson         | 00           |                  | \$0              |                 |                    |
| Okanogan          | 00           |                  | \$0              |                 |                    |
| Whatcom           | 56           | \$322,710        | \$452,227        | \$129,900       | \$1,350,000        |
| Clark             | 00           |                  | \$0              |                 |                    |
| Pacific           | 00           |                  | \$0              |                 |                    |
| Ferry             | 00           |                  | \$0              |                 |                    |
| Clallam           | 00           |                  | \$0              |                 |                    |
| Chelan            | 03           | \$344,750        | \$344,883        | \$45,000        | \$360,000          |
| Douglas           | 00           |                  | \$0              |                 |                    |
| Out of Area       | 00           |                  | \$0              |                 |                    |
| <b>Total 2017</b> | <b>705</b>   | <b>\$554,950</b> | <b>\$636,742</b> | <b>\$42,000</b> | <b>\$2,850,000</b> |
| Total 2016        | 1,375        | \$552,900        | \$644,083        | \$74,950        | \$2,817,800        |

## MEDIAN PRICES—SINGLE FAMILY HOMES VS CONDOMINIUMS

|              | New SFH Median Closed Price | New Condo Median Close Price |
|--------------|-----------------------------|------------------------------|
| King         | \$755,063                   | \$819,995                    |
| Snohomish    | \$553,774                   | \$487,515                    |
| Pierce       | \$422,388                   | \$380,000                    |
| Kitsap       | \$365,950                   | \$939,950                    |
| Mason        | \$242,450                   | \$0                          |
| Skagit       | \$375,000                   | \$390,000                    |
| Grays Harbor | \$229,900                   | \$0                          |
| Lewis        | \$262,500                   | \$0                          |
| Cowlitz      | \$347,900                   | \$0                          |
| Grant        | \$208,527                   | \$179,000                    |
| Thurston     | \$345,000                   | \$162,500                    |
| San Juan     | \$509,135                   | \$225,000                    |
| Island       | \$369,900                   | \$0                          |
| Kittitas     | \$379,000                   | \$0                          |
| Jefferson    | \$341,000                   | \$0                          |
| Okanogan     | \$264,250                   | \$0                          |
| Whatcom      | \$419,000                   | \$322,710                    |
| Clark        | \$319,000                   | \$0                          |
| Pacific      | \$217,500                   | \$0                          |
| Ferry        | \$190,000                   | \$0                          |
| Clallam      | \$360,900                   | \$0                          |
| Chelan       | \$339,950                   | \$344,750                    |
| Douglas      | \$377,771                   | \$0                          |
| Out of Area  | \$278,093                   | \$0                          |
| All Areas    | \$524,900                   | \$554,950                    |

## New Construction Prices



## CLOSED SALES—CONDOMINIUMS ONLY

|              | Units         | % of Total     | Median           | Average          | \$ Value               |
|--------------|---------------|----------------|------------------|------------------|------------------------|
| King         | 7,841         | 57.97%         | \$370,000        | \$438,559        | \$3,438,742,295        |
| Snohomish    | 2,957         | 21.86%         | \$293,000        | \$329,024        | \$972,924,500          |
| Pierce       | 1,110         | 8.21%          | \$215,000        | \$242,641        | \$269,330,988          |
| Kitsap       | 254           | 1.88%          | \$280,000        | \$371,872        | \$94,455,559           |
| Mason        | 15            | 0.11%          | \$274,000        | \$278,112        | \$4,171,680            |
| Skagit       | 100           | 0.74%          | \$241,200        | \$269,160        | \$26,916,044           |
| Grays Harbor | 72            | 0.53%          | \$135,750        | \$142,619        | \$10,268,582           |
| Lewis        | 01            | 0.01%          | \$165,000        | \$165,000        | \$165,000              |
| Cowlitz      | 14            | 0.10%          | \$187,000        | \$186,635        | \$2,612,889            |
| Grant        | 19            | 0.14%          | \$187,500        | \$209,947        | \$3,988,991            |
| Thurston     | 135           | 1.00%          | \$157,000        | \$177,957        | \$24,024,182           |
| San Juan     | 30            | 0.22%          | \$275,000        | \$326,363        | \$9,790,880            |
| Island       | 89            | 0.66%          | \$205,000        | \$210,263        | \$18,713,377           |
| Kittitas     | 58            | 0.43%          | \$215,750        | \$253,068        | \$14,677,938           |
| Jefferson    | 44            | 0.33%          | \$241,250        | \$269,684        | \$11,866,080           |
| Okanogan     | 00            | 0.00%          |                  | \$0              | \$0                    |
| Whatcom      | 588           | 4.35%          | \$220,000        | \$257,831        | \$151,604,687          |
| Clark        | 16            | 0.12%          | \$195,000        | \$206,187        | \$3,298,988            |
| Pacific      | 47            | 0.35%          | \$134,900        | \$145,197        | \$6,824,259            |
| Ferry        | 00            | 0.00%          |                  | \$0              | \$0                    |
| Clallam      | 23            | 0.17%          | \$239,000        | \$238,782        | \$5,491,991            |
| Chelan       | 72            | 0.53%          | \$247,250        | \$260,171        | \$18,732,315           |
| Douglas      | 28            | 0.21%          | \$234,500        | \$234,840        | \$6,575,525            |
| Others       | 13            | 0.10%          | \$388,000        | \$370,672        | \$4,818,736            |
| <b>Total</b> | <b>13,526</b> | <b>100.00%</b> | <b>\$316,000</b> | <b>\$377,051</b> | <b>\$5,099,995,478</b> |

### Condominium Sales by Number of Bedrooms

|               | 2 or Fewer  | 3           | 4           | 5+        | All         |
|---------------|-------------|-------------|-------------|-----------|-------------|
| # Units       | 9,866       | 3,063       | 635         | 61        | 13,625      |
| Avg Price     | \$352,660   | \$408,501   | \$550,738   | \$630,809 | \$377,051   |
| Median price  | \$290,000   | \$345,000   | \$480,000   | \$640,000 | \$316,000   |
| Lowest price  | \$20,000    | \$56,199    | \$139,950   | \$179,900 | \$20,000    |
| highest price | \$7,155,000 | \$8,000,000 | \$2,255,000 | \$735,990 | \$8,000,000 |

Totals are from Dec. Area Statistics Report

72.4% of all condos sold during 2017 had 2 or fewer bedrooms

Data from Dec. Area Statistics Report and online surveys; excludes boat moorage slips & storage garages.

# High End Property Sales

## SINGLE FAMILY HOMES

|                | MLS Map Area Numbers     | Sale Price: \$1 Mil. +                 |
|----------------|--------------------------|--|
| King County    | SW King                  | 100, 110, 120, 130                     |
|                | SE King                  | 300, 310, 320, 330, 340, 350, 360      |
|                | Seattle                  | 140, 380, 385, 390, 700, 701, 705, 710 |
|                | North King               | 715, 720, 610*                         |
|                | Eastside (E King)        | 500, 510, 520, 530, 540, 550, 560, 600 |
|                | Vashon                   | 800                                    |
|                | <b>Total King County</b> | <b>4,936</b>                           |
| Other Counties | Chelan                   | 22                                     |
|                | Clallam                  | 7                                      |
|                | Clark                    | 4                                      |
|                | Douglas                  | 2                                      |
|                | Grays Harbor             | 5                                      |
|                | Island                   | 41                                     |
|                | Jefferson                | 7                                      |
|                | Kitsap                   | 169                                    |
|                | Kittitas                 | 23                                     |
|                | Mason                    | 1                                      |
|                | Pacific                  | 1                                      |
|                | Pierce                   | 133                                    |
|                | San Juan                 | 47                                     |
|                | Skagit                   | 19                                     |
|                | Snohomish                | 251                                    |
|                | Thurston                 | 9                                      |
|                | Whatcom                  | 50                                     |
|                | All others               | 0                                      |
|                | <b>Total 23 counties</b> | <b>5,727</b>                           |
|                | <b>2016</b>              | <b>3,251</b>                           |

## CONDOMINIUMS

|                | MLS Map Area Numbers     | Sale Price: \$500K +                   |
|----------------|--------------------------|--|
| King County    | SW King                  | 100, 110, 120, 130                     |
|                | SE King                  | 300, 310, 320, 330, 340, 350, 360      |
|                | Seattle                  | 140, 380, 385, 390, 700, 701, 705, 710 |
|                | North King               | 715, 720, 610*                         |
|                | Eastside (E King)        | 500, 510, 520, 530, 540, 550, 560, 600 |
|                | Vashon                   | 800                                    |
|                | <b>Total King County</b> | <b>2,377</b>                           |
| Other Counties | Clark                    | 1                                      |
|                | Island                   | 1                                      |
|                | Jefferson                | 2                                      |
|                | Kitsap                   | 72                                     |
|                | Kittitas                 | 0                                      |
|                | Mason                    | 0                                      |
|                | Pacific                  | 0                                      |
|                | Pierce                   | 66                                     |
|                | San Juan                 | 3                                      |
|                | Skagit                   | 6                                      |
|                | Snohomish                | 36                                     |
|                | Whatcom                  | 40                                     |
|                | All others               | 0                                      |
|                | <b>Total 23 counties</b> | <b>47.04% increase over 2016</b>       |
|                | <b>2016</b>              | <b>1,771</b>                           |

72.4% of all condos sold during 2017 had 2 or fewer bedrooms

43 single family homes sold for \$5 million or more. Of the five highest priced, all were waterfront homes; 4 were on the Eastside, led by the highest priced, a home in Medina that sold for \$23,375,000. It was followed by two homes in Bellevue, another home in Medina, and one in Seattle's Laurelhurst neighborhood.

41 condos sold for \$2 million or more. Of the five top priced units, three were in downtown Seattle, including the highest that sold for \$7.5 million (a penthouse at Millennium Tower). The 4th and 5th highest priced condos were in downtown Kirkland.

\*Area 610 includes only the portion in King Co



# Comparison of Average Prices

## CLOSED SALES—SINGLE FAMILY HOMES + CONDOMINIUMS

\$

|                      | Price Change year over year |           |           |
|----------------------|-----------------------------|-----------|-----------|
|                      | King                        | Snohomish | Pierce*   |
| 1989**               | \$134,567                   | \$117,640 | \$109,901 |
| 1990                 | \$166,270                   | \$142,536 | \$129,277 |
| 1991                 | \$169,033                   | \$144,063 | \$132,540 |
| 1992                 | \$172,550                   | \$149,084 | \$140,494 |
| 1993                 | \$174,722                   | \$152,673 | \$143,089 |
| 1994                 | \$182,351                   | \$158,910 | \$143,216 |
| 1995                 | \$189,980                   | \$160,936 | \$145,106 |
| 1996                 | \$197,372                   | \$163,613 | \$146,836 |
| 1997                 | \$213,821                   | \$172,517 | \$149,895 |
| 1998                 | \$239,839                   | \$189,818 | \$152,553 |
| 1999                 | \$265,111                   | \$198,249 | \$157,330 |
| 2000                 | \$287,851                   | \$212,097 | \$173,036 |
| 2001                 | \$295,240                   | \$222,077 | \$174,536 |
| 2002                 | \$311,285                   | \$233,082 | \$197,317 |
| 2003                 | \$323,004                   | \$243,408 | \$198,948 |
| 2004                 | \$356,954                   | \$272,221 | \$234,936 |
| 2005                 | \$407,718                   | \$308,664 | \$265,687 |
| 2006                 | \$462,562                   | \$354,631 | \$300,884 |
| 2007                 | \$497,855                   | \$383,004 | \$311,339 |
| 2008                 | \$481,242                   | \$355,628 | \$284,277 |
| 2009                 | \$425,319                   | \$311,018 | \$250,232 |
| 2010                 | \$430,409                   | \$292,556 | \$241,429 |
| 2011                 | \$392,185                   | \$255,364 | \$213,466 |
| 2012                 | \$405,610                   | \$265,920 | \$216,286 |
| 2013                 | \$451,313                   | \$300,761 | \$235,770 |
| 2014                 | \$494,055                   | \$330,138 | \$250,477 |
| 2015                 | \$533,297                   | \$362,543 | \$274,579 |
| 2016                 | \$592,534                   | \$400,588 | \$302,089 |
| 2017                 | \$673,984                   | \$451,989 | \$335,413 |
| \$ change since 2000 | \$386,133                   | \$239,892 | \$162,377 |

%

|                     | Percentage Change year over year |           |           |
|---------------------|----------------------------------|-----------|-----------|
|                     | King                             | Snohomish | Pierce*   |
| 1989 (base)         | \$134,567                        | \$117,640 | \$109,901 |
| 1990                | 23.56%                           | 21.16%    | 17.63%    |
| 1991                | 1.66%                            | 1.07%     | 2.52%     |
| 1992                | 2.08%                            | 3.49%     | 6.00%     |
| 1993                | 1.26%                            | 2.41%     | 1.85%     |
| 1994                | 4.37%                            | 4.09%     | 0.09%     |
| 1995                | 4.18%                            | 1.27%     | 1.32%     |
| 1996                | 3.89%                            | 1.66%     | 1.19%     |
| 1997                | 8.33%                            | 5.44%     | 2.08%     |
| 1998                | 12.17%                           | 10.03%    | 1.77%     |
| 1999                | 10.54%                           | 4.44%     | 3.13%     |
| 2000                | 8.58%                            | 6.99%     | 9.98%     |
| 2001                | 2.57%                            | 4.71%     | 0.87%     |
| 2002                | 5.43%                            | 4.96%     | 13.05%    |
| 2003                | 3.76%                            | 4.43%     | 0.83%     |
| 2004                | 10.51%                           | 11.84%    | 18.09%    |
| 2005                | 14.22%                           | 13.39%    | 13.09%    |
| 2006                | 13.45%                           | 14.89%    | 13.25%    |
| 2007                | 7.63%                            | 8.00%     | 3.47%     |
| 2008                | -3.34%                           | -7.15%    | -8.69%    |
| 2009                | -11.62%                          | -12.54%   | -11.98%   |
| 2010                | 1.20%                            | -5.94%    | -3.52%    |
| 2011                | -8.88%                           | -12.71%   | -11.58%   |
| 2012                | 3.42%                            | 4.13%     | 1.32%     |
| 2013                | 11.27%                           | 13.10%    | 9.01%     |
| 2014                | 9.47%                            | 9.77%     | 6.24%     |
| 2015                | 7.94%                            | 9.82%     | 9.62%     |
| 2016                | 11.11%                           | 10.49%    | 10.02%    |
| 2017                | 13.75%                           | 12.83%    | 11.03%    |
| % change since 2000 | 134.14%                          | 113.10%   | 93.84%    |

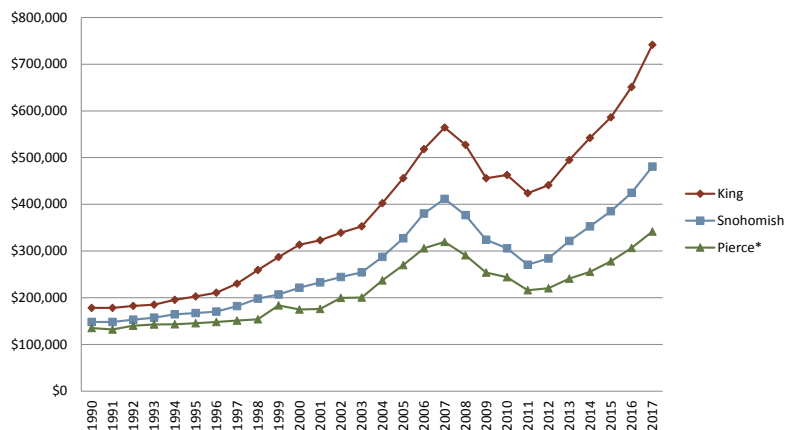
Year-to-date figures, from December statistical reports; avg prices are used because YTD median prices were not compiled until 2003.

\* Figures for Pierce County are partial until 1998 (primarily the northern section; NWMLS expanded services in that county during 1996-1997; the Tacoma-Pierce County MLS ceased operations 12/1/97).

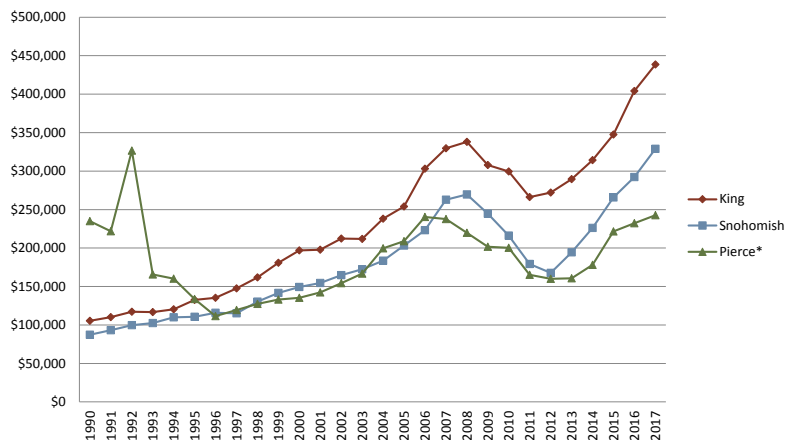
\*\* Figures from Dec. 1990 report

# Comparison of Average Prices

## Average Prices, Single Family Homes



## Average Prices, Condos



## CLOSED SALES—SINGLE FAMILY HOMES

|                  | King      | Snohomish | Pierce*   |
|------------------|-----------|-----------|-----------|
| 1990             | \$178,187 | \$147,958 | \$135,292 |
| 1991             | \$178,146 | \$148,287 | \$132,221 |
| 1992             | \$182,542 | \$153,243 | \$140,027 |
| 1993             | \$185,272 | \$157,252 | \$142,860 |
| 1994             | \$195,296 | \$164,431 | \$143,047 |
| 1995             | \$202,639 | \$167,253 | \$145,626 |
| 1996             | \$210,673 | \$170,257 | \$148,211 |
| 1997             | \$230,345 | \$182,003 | \$151,129 |
| 1998             | \$259,237 | \$198,288 | \$153,906 |
| 1999             | \$287,075 | \$206,756 | \$183,668 |
| 2000             | \$313,623 | \$221,287 | \$174,840 |
| 2001             | \$323,183 | \$232,842 | \$175,972 |
| 2002             | \$338,969 | \$244,192 | \$199,645 |
| 2003             | \$352,956 | \$254,382 | \$200,523 |
| 2004             | \$402,556 | \$287,437 | \$237,215 |
| 2005             | \$455,774 | \$327,259 | \$269,840 |
| 2006             | \$518,108 | \$380,295 | \$305,660 |
| 2007             | \$564,468 | \$411,694 | \$319,626 |
| 2008             | \$527,322 | \$376,821 | \$290,939 |
| 2009             | \$455,950 | \$324,294 | \$253,771 |
| 2010             | \$462,809 | \$305,792 | \$243,793 |
| 2011             | \$423,951 | \$270,504 | \$216,019 |
| 2012             | \$441,059 | \$284,228 | \$220,193 |
| 2013             | \$494,951 | \$321,284 | \$240,908 |
| 2014             | \$542,225 | \$352,728 | \$255,329 |
| 2015             | \$585,982 | \$385,182 | \$277,815 |
| 2016             | \$650,917 | \$424,711 | \$306,641 |
| 2017             | \$741,649 | \$480,639 | \$341,759 |
| chg 2016 vs 2015 | 11.08%    | 10.26%    | 10.38%    |

## CLOSED SALES—CONDOMINIUMS

|                     | King      | Snohomish | Pierce*   |
|---------------------|-----------|-----------|-----------|
| 1990                | \$105,314 | \$87,327  | \$235,000 |
| 1991                | \$110,193 | \$93,255  | \$221,833 |
| 1992                | \$117,162 | \$99,638  | \$326,666 |
| 1993                | \$116,836 | \$102,454 | \$165,655 |
| 1994                | \$120,402 | \$109,983 | \$160,120 |
| 1995                | \$132,612 | \$110,559 | \$133,701 |
| 1996                | \$135,391 | \$115,821 | \$111,465 |
| 1997                | \$147,630 | \$115,174 | \$119,549 |
| 1998                | \$161,864 | \$130,411 | \$127,446 |
| 1999                | \$180,786 | \$141,552 | \$133,024 |
| 2000                | \$196,959 | \$149,406 | \$135,265 |
| 2001                | \$197,821 | \$154,449 | \$142,303 |
| 2002                | \$212,220 | \$164,773 | \$154,294 |
| 2003                | \$211,776 | \$172,399 | \$166,821 |
| 2004                | \$238,028 | \$183,463 | \$199,640 |
| 2005                | \$253,987 | \$203,346 | \$208,808 |
| 2006                | \$303,077 | \$223,286 | \$240,277 |
| 2007                | \$329,627 | \$262,719 | \$237,670 |
| 2008                | \$337,938 | \$269,668 | \$219,773 |
| 2009                | \$307,827 | \$244,751 | \$201,608 |
| 2010                | \$299,580 | \$216,111 | \$200,396 |
| 2011                | \$266,107 | \$179,212 | \$165,160 |
| 2012                | \$272,001 | \$167,679 | \$159,879 |
| 2013                | \$289,542 | \$194,358 | \$160,718 |
| 2014                | \$314,333 | \$226,141 | \$178,103 |
| 2015                | \$347,598 | \$265,689 | \$221,489 |
| 2016                | \$404,081 | \$292,200 | \$232,273 |
| 2017                | \$438,559 | \$329,024 | \$242,641 |
| change 2017 vs 2016 | 16.25%    | 9.98%     | 4.87%     |

Year-to-date figures, from December statistical reports; avg prices are used because YTD median prices were not compiled until 2003.

\* Figures for Pierce County are partial until 1998 (primarily the northern section; NWMLS expanded services in that county during 1996-1997; the Tacoma-Pierce County MLS ceased operations 12/1/97).

\*\* Figures from Dec. 1990 report

# Comparison of Median Prices

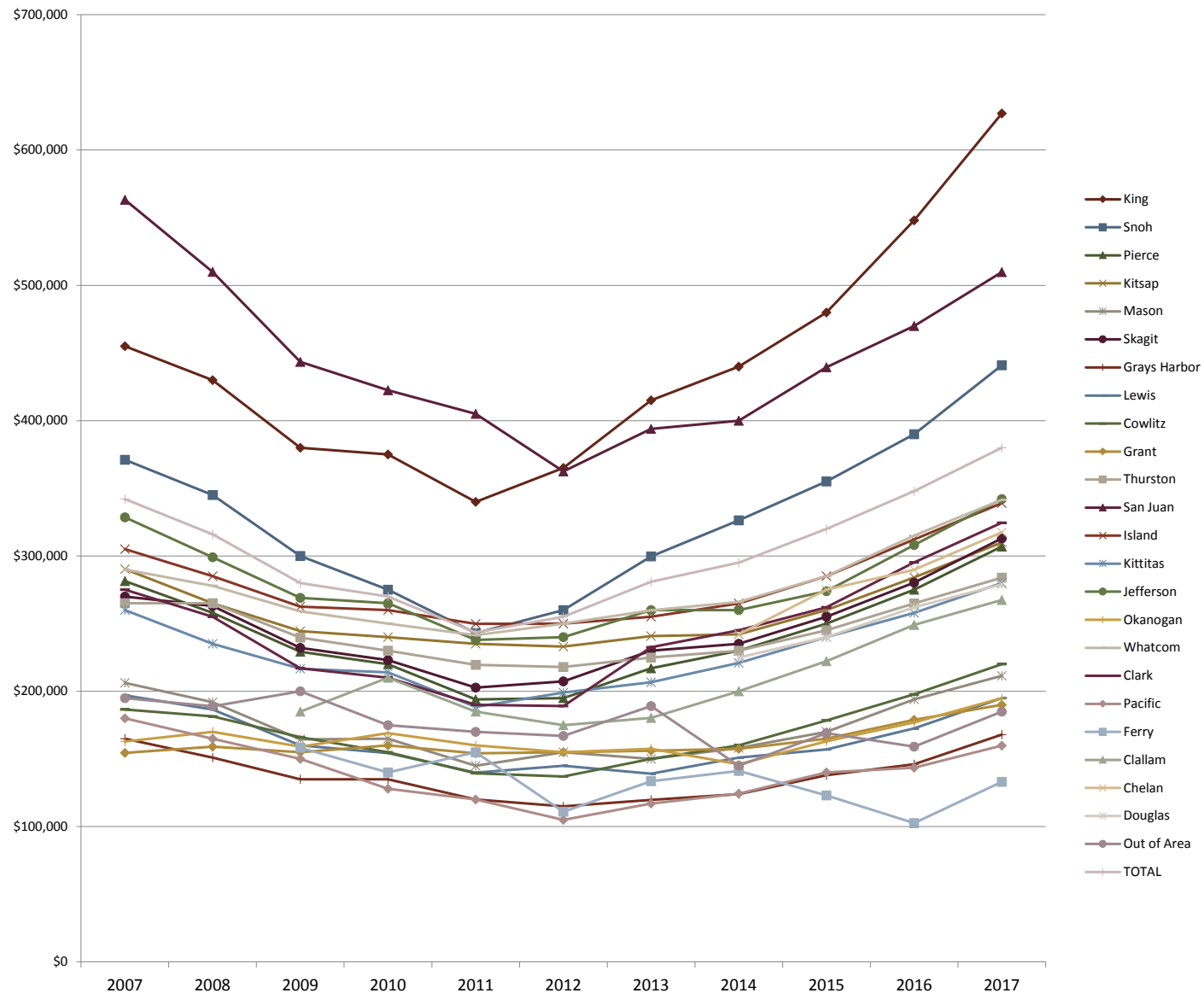
## SINGLE FAMILY HOMES (SINCE 2007)

|              | 2007             | 2008             | 2009             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | % change<br>since 2007 | % change<br>since 2016 |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|------------------------|
| King         | \$455,000        | \$429,950        | \$380,000        | \$375,000        | \$340,000        | \$365,000        | \$415,000        | \$440,000        | \$480,000        | \$548,000        | \$627,000        | 37.80%                 | 14.42%                 |
| Snohomish    | \$371,000        | \$345,000        | \$299,950        | \$275,000        | \$243,000        | \$260,000        | \$299,735        | \$326,360        | \$355,000        | \$390,000        | \$440,877        | 18.83%                 | 13.05%                 |
| Pierce       | \$281,400        | \$258,000        | \$229,160        | \$219,950        | \$194,000        | \$195,000        | \$217,000        | \$230,000        | \$249,950        | \$275,000        | \$307,000        | 9.10%                  | 11.64%                 |
| Kitsap       | \$290,342        | \$265,000        | \$244,499        | \$240,000        | \$235,000        | \$233,000        | \$240,725        | \$242,000        | \$260,000        | \$284,135        | \$310,000        | 6.77%                  | 9.10%                  |
| Mason        | \$206,250        | \$191,950        | \$164,400        | \$165,000        | \$145,000        | \$154,900        | \$150,000        | \$158,125        | \$170,000        | \$194,000        | \$211,500        | 2.55%                  | 9.02%                  |
| Skagit       | \$270,000        | \$262,953        | \$232,000        | \$223,000        | \$202,750        | \$207,385        | \$230,000        | \$235,000        | \$255,000        | \$280,250        | \$313,000        | 15.93%                 | 11.69%                 |
| Grays Harbor | \$165,000        | \$151,000        | \$135,000        | \$135,000        | \$120,000        | \$115,000        | \$119,750        | \$124,000        | \$137,900        | \$146,053        | \$168,000        | 1.82%                  | 15.03%                 |
| Lewis        | \$197,000        | \$186,500        | \$160,000        | \$154,301        | \$139,900        | \$145,000        | \$139,000        | \$151,000        | \$157,000        | \$172,500        | \$195,000        | -1.02%                 | 13.04%                 |
| Cowlitz      | \$186,450        | \$181,500        | \$166,000        | \$155,000        | \$139,450        | \$137,000        | \$150,000        | \$160,000        | \$178,500        | \$197,750        | \$220,000        | 17.99%                 | 11.25%                 |
| Grant        | \$154,500        | \$159,000        | \$155,000        | \$160,000        | \$154,080        | \$154,950        | \$156,000        | \$157,500        | \$165,000        | \$178,975        | \$190,000        | 22.98%                 | 6.16%                  |
| Thurston     | \$265,000        | \$265,000        | \$239,635        | \$229,995        | \$219,500        | \$218,000        | \$225,000        | \$229,995        | \$245,000        | \$264,950        | \$284,000        | 7.17%                  | 7.19%                  |
| San Juan     | \$563,250        | \$510,000        | \$443,500        | \$422,500        | \$405,000        | \$362,500        | \$394,000        | \$400,000        | \$439,500        | \$470,000        | \$509,700        | -9.51%                 | 8.45%                  |
| Island       | \$305,000        | \$285,000        | \$262,523        | \$259,950        | \$249,900        | \$250,000        | \$255,000        | \$264,950        | \$285,000        | \$312,250        | \$339,000        | 11.15%                 | 8.57%                  |
| Kittitas     | \$260,000        | \$235,000        | \$216,650        | \$214,000        | \$188,500        | \$199,000        | \$206,750        | \$220,950        | \$240,000        | \$257,900        | \$280,000        | 7.69%                  | 8.57%                  |
| Jefferson    | \$328,500        | \$299,000        | \$269,000        | \$265,000        | \$238,000        | \$240,000        | \$260,000        | \$260,000        | \$274,020        | \$308,000        | \$342,000        | 4.11%                  | 11.04%                 |
| Okanogan     | \$162,950        | \$170,000        | \$159,000        | \$169,000        | \$160,000        | \$154,950        | \$157,500        | \$146,000        | \$163,000        | \$177,000        | \$194,950        | 19.64%                 | 10.14%                 |
| Whatcom      | \$290,000        | \$278,000        | \$259,000        | \$250,000        | \$241,500        | \$250,000        | \$259,900        | \$266,000        | \$285,000        | \$315,000        | \$341,520        | 17.77%                 | 8.42%                  |
| Clark        | \$275,000        | \$255,000        | \$217,000        | \$210,000        | \$190,000        | \$189,000        | \$232,500        | \$245,000        | \$262,000        | \$295,250        | \$324,500        | 18.00%                 | 9.91%                  |
| Pacific      | \$180,000        | \$165,000        | \$150,000        | \$127,950        | \$120,000        | \$105,000        | \$117,000        | \$124,250        | \$140,000        | \$143,500        | \$159,900        | -11.17%                | 11.43%                 |
| Ferry        |                  |                  | \$158,225        | \$140,000        | \$155,000        | \$111,000        | \$133,500        | \$141,200        | \$123,000        | \$102,500        | \$133,000        | N/A                    | 29.76%                 |
| Clallam      |                  |                  | \$185,000        | \$210,000        | \$185,000        | \$175,000        | \$180,300        | \$200,000        | \$222,250        | \$249,000        | \$267,500        | N/A                    | 7.43%                  |
| Chelan       |                  |                  |                  |                  |                  |                  |                  | \$242,250        | \$275,000        | \$289,900        | \$317,500        | N/A                    | 9.52%                  |
| Douglas      |                  |                  |                  |                  |                  |                  |                  | \$225,000        | \$240,000        | \$262,000        | \$279,000        | N/A                    | 6.49%                  |
| Others       | \$195,000        | \$188,950        | \$199,999        | \$175,000        | \$170,000        | \$167,000        | \$189,000        | \$145,000        | \$169,000        | \$159,000        | \$185,000        | -5.13%                 | 16.35%                 |
| <b>Total</b> | <b>\$342,000</b> | <b>\$316,000</b> | <b>\$280,000</b> | <b>\$269,950</b> | <b>\$243,470</b> | <b>\$255,000</b> | <b>\$281,000</b> | <b>\$295,000</b> | <b>\$320,000</b> | <b>\$347,950</b> | <b>\$380,000</b> | <b>11.11%</b>          | <b>9.21%</b>           |

# Comparison of Median Prices

SINGLE FAMILY HOMES (SINCE 2007)

Median Prices Since 2007

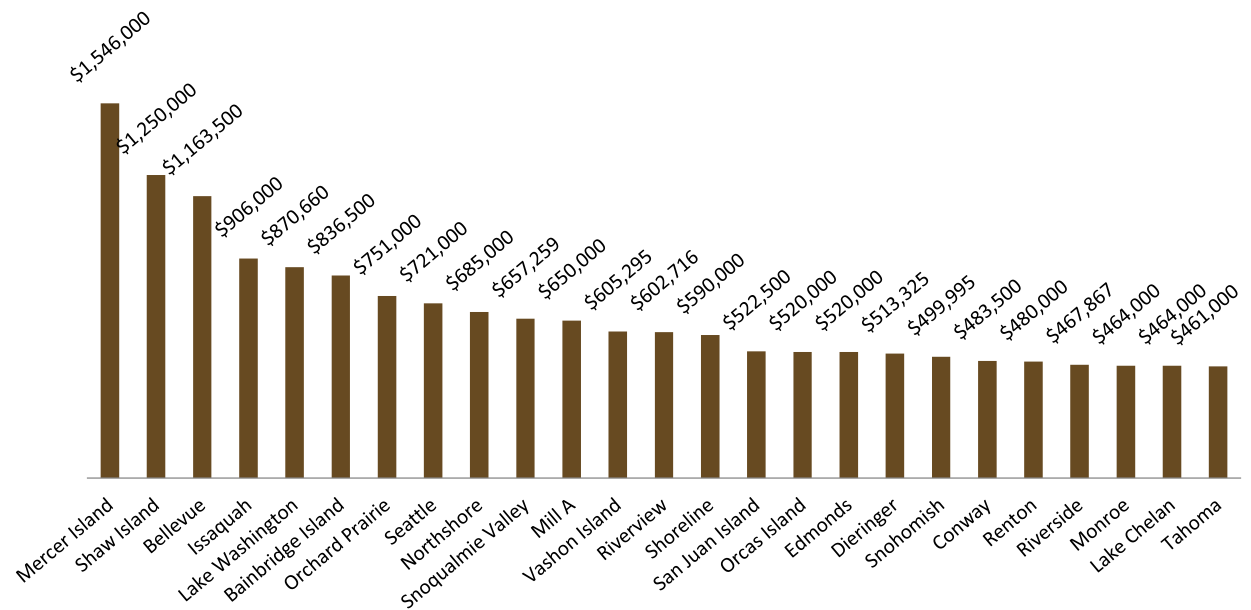


# Comparison by School Districts

## 25 HIGHEST PRICED—SINGLE FAMILY HOMES ONLY

| 25 Highest Priced |                   |             |
|-------------------|-------------------|-------------|
| County            | District          | Median      |
| King              | Mercer Island     | \$1,546,000 |
| San Juan          | Shaw Island       | \$1,250,000 |
| King              | Bellevue          | \$1,163,500 |
| King              | Issaquah          | \$906,000   |
| King              | Lake Washington   | \$870,660   |
| Kitsap            | Bainbridge Island | \$836,500   |
| Spokane           | Orchard Prairie   | \$751,000   |
| King              | Seattle           | \$721,000   |
| King              | Northshore        | \$685,000   |
| King              | Snoqualmie Valley | \$657,259   |
| Skamania          | Mill A            | \$650,000   |
| King              | Vashon Island     | \$605,295   |
| King              | Riverview         | \$602,716   |
| King              | Shoreline         | \$590,000   |
| San Juan          | San Juan Island   | \$522,500   |
| San Juan          | Orcas Island      | \$520,000   |
| Snohomish         | Edmonds           | \$520,000   |
| Pierce            | Dieringer         | \$513,325   |
| Snohomish         | Snohomish         | \$499,995   |
| Skagit            | Conway            | \$483,500   |
| King              | Renton            | \$480,000   |
| Spokane           | Riverside         | \$467,867   |
| Snohomish         | Monroe            | \$464,000   |
| Chelan            | Lake Chelan       | \$464,000   |
| King              | Tahoma            | \$461,000   |

25 Highest Priced School Districts



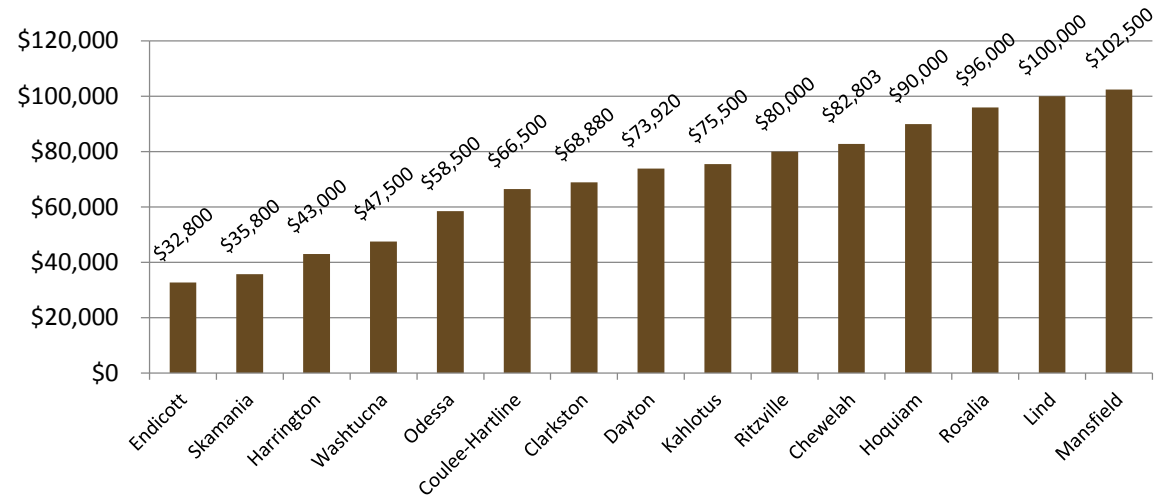
Based on closed sales of single family homes during 2017

# Comparison by School Districts

## 10 LOWEST PRICED—SINGLE FAMILY HOMES ONLY

| 15 Lowest Priced |               |           |
|------------------|---------------|-----------|
| County           | District      | Median    |
| Grays Harbor     | Hoquiam       | \$32,800  |
| Pacific          | Raymond       | \$35,800  |
| Grant            | Warden        | \$43,000  |
| Grays Hrb        | Aberdeen      | \$47,500  |
| Grant            | Grand Coulee  | \$58,500  |
| Grant            | Wilson Creek  | \$66,500  |
| Grant            | Soap Lake     | \$68,880  |
| Douglas          | Bridgeport    | \$73,920  |
| Clallam          | Cape Flattery | \$75,500  |
| Pacific          | South Bend    | \$80,000  |
| Grays Harbor     | Taholah       | \$82,803  |
| Lewis            | Morton        | \$90,000  |
| Douglas          | Waterville    | \$96,000  |
| Okanogan         | Oroville      | \$100,000 |
| Lewis            | Pe Ell        | \$102,500 |

15 Lowest Priced School Districts



Based on closed sales of single family homes during 2017

# Index of NWMLS Area Numbers

## ADAMS COUNTY

381 Adams

## CHELAN COUNTY

961 Lake Chelan  
964 Entiat  
971 Wenatchee  
972 Leavenworth

## CLALLAM COUNTY

911 Miller Peninsula  
912 Southeast Clallam  
913 Northeast Sequim  
914 North Central Sequim  
915 Northwest Sequim  
916 Southeast Sequim  
917 Southwest Sequim  
918 East of Port Angeles N  
919 East of Port Angeles S  
920 Northeast Port Angeles  
921 Central East Port Angeles  
922 Central West Port Angeles  
923 Northwest Port Angeles  
924 Southeast Port Angeles  
925 Southwest Port Angeles  
926 West of Port Angeles  
927 Northwest Clallam  
928 Southwest Clallam

## CLARK COUNTY

1026 East Orchard  
1031 Camp Bonneville  
1033 Camas/Washougal  
1042 Evergreen Highway  
1043 City Center West  
1045 Salmon Creek  
1046 Minnehaha  
1047 West Orchard  
1051 Ridgefield  
1061 Battle Ground  
1062 Brush Prairie/Hockenson  
1064 Vennersborg  
1070 LaCenter  
1071 North County

## COWLITZ COUNTY

401 West Kelso  
402 Highlands  
403 St. Helens  
404 Westside  
405 Olympic  
406 Columbia Heights  
407 Hillside  
408 Northlake/CVG  
409 Pacific Way  
410 Beacon Hill  
411 Robert Gray/Mint  
412 West County  
414 North County  
415 Ostrander  
416 North Kelso  
417 Kelso Hill  
418 South Kelso  
419 East County  
420 South County/Woodland

## DOUGLAS COUNTY

286 Northeast Douglas County  
965 Mansfield  
968 Bridgeport  
969 Orondo  
970 East Wenatchee

## FERRY COUNTY

465 Ferry County

## GRANT COUNTY

289 East Grant County  
290 North Grant County  
291 North Central Grant County  
292 West Grant County  
293 South Grant County  
294 Central Grant County  
295 South Moses Lake  
296 Peninsula  
297 Central Moses Lake  
298 North Moses Lake  
299 West Moses Lake

## GRAYS HARBOR COUNTY

190 Taholah  
191 Pacific Beach  
192 Copalis Beach  
193 Copalis Crossing  
194 Ocean Shores  
195 Quinault  
196 Humptulips  
197 Hoquiam  
198 Aberdeen  
199 Satsop  
200 Elma  
201 McCleary  
202 Cosmopolis  
203 Montesano  
204 Oakville  
206 Westport  
208 Grayland  
214 Amanda Park  
215 Malone  
216 Neilton  
217 Aloha  
218 Moclips  
219 Central Park  
220 Ocosta

## ISLAND COUNTY

780 Camano Island  
811 South Whidbey Island  
812 Central Whidbey Island  
813 North Whidbey Island

## JEFFERSON COUNTY

480 Port Townsend  
481 Cape George  
482 South Port Townsend  
483 Marrowstone  
484 Kala Point  
485 Hadlock  
486 Gardiner  
487 Oak Bay  
488 Chimacum Valley  
489 Port Ludlow  
490 Shine  
491 Coyle  
492 Quilcene

493 Brinnon  
494 West Jefferson County

## KING COUNTY

100 Jovita/West Hill  
110 Dash Point/Federal Way  
120 Des Moines/Redondo  
130 Burien/Normandy Park  
140 West Seattle  
300 Enumclaw  
310 Auburn  
320 Black Diamond/Maple Valley  
330 Kent  
340 Renton—Benson Hill  
350 Renton—Highlands  
360 Skyway Area  
380 Southeast Seattle  
385 SODO/Beacon Hill  
390 Central Seattle  
500 East Side—South of I-90  
510 Mercer Island  
520 Bellevue—West of 405  
530 Bellevue—East of 405  
540 East of Lake Sammamish  
550 Redmond/Carnation  
560 Kirkland/Bridle Trails  
600 Juanita/Woodinville  
610 Southeast Snohomish  
700 Queen Anne/Magnolia  
701 Belltown/Downtown  
705 Ballard/Greenlake  
710 North Seattle  
715 Richmond Beach/Shoreline  
720 Lake Forest Park  
800 Vashon Island

## KITSAP COUNTY

141 South Kitsap—West Hwy 16  
142 South Kitsap—East Hwy 16  
143 Port Orchard  
144 Retsil/Manchester  
145 Seabeck/Hilly  
146 Chico  
147 Silverdale  
148 West Bremerton  
149 East Bremerton  
150 East Central Kitsap



# Index of NWMLS Area Numbers

161 Hansville  
162 Kingston  
163 Port Gamble  
164 Lofall  
165 Finn Hill  
166 Poulsbo  
167 Suquamish  
168 Indianola  
170 Bainbridge Island

## KITTITAS COUNTY

948 Upper Kittitas County  
949 Lower Kittitas County

## LEWIS COUNTY

426 Centralia  
428 Adna/Pe Ell  
430 Chehalis  
432 Napavine  
434 Onalaska  
436 Morton

## MASON COUNTY

171 Belfair/Hood Canal N  
172 Mason Lake Region  
173 South Shore Hood Canal  
174 Harstine Island  
175 Shelton  
176 Agate  
177 SW Mason County  
178 NW Mason County  
179 Arcadia/Kamilche  
180 North Mason County

## OKANOGAN COUNTY

620 Okanogan County  
966 Methow Valley  
967 Brewster/Pateros

## PACIFIC COUNTY

207 Bay Center  
209 Tokeland  
210 Raymond  
211 South Bend  
212 Menlo  
213 Lebam  
930 South Pacific County

## PIERCE COUNTY

1 Gig Harbor  
2 Purdy  
3 Rosedale  
4 Key Peninsula South  
5 Fox Island  
6 Gig Harbor South  
7 Artondale  
8 Gig Harbor North  
9 Key Peninsula North  
12 Anderson Island  
13-25 North Tacoma  
26-30 Central Tacoma  
31 Tacoma  
32-35 University Place/Fircrest  
36-40 Lakewood  
41 Lakewood/Tillicum  
42 Dupont  
43 Steilacoom  
44 Ketron Island  
45-53 South Tacoma  
54-62 Southeast Tacoma  
63-69 Parkland  
70 Fife  
71 Milton  
72 Edgewood  
73-74 Sumner  
78 Port of Tacoma  
79-88 Puyallup  
89 Graham/Fredrickson  
94-95 Browns Point  
99 Spanaway  
109 Lake Tapps/Bonney Lake  
111 Buckley  
114 Orting  
119 Roy/McKenna  
121 Harts Lake  
122 Graham

123 Tanwax Lake/Kapowsin Lake  
124-125 Eatonville  
126 Alder  
127 Elbe  
128 Ashford  
129 Clear Lake  
134 East Pierce County/Mt. Rainier  
135 Greenwater

## SAN JUAN COUNTY

899 Waldron Island  
900 San Juan Island  
901 Orcas/Obstruction/Crane Islands  
902 Lopez/Frost Islands  
903 Decatur/Center/Blakely Islands  
904 Stuart/Henry/Pearl/Johns Islands  
905 Other San Juan Islands  
908 Shaw Island

## SKAGIT COUNTY

815 Anacortes  
816 Guemes Island  
817 Other Skagit County Islands  
820 La Conner  
825 Burlington  
830 Sedro Woolley  
835 Mount Vernon  
840 Lyman/Hamilton  
845 Concrete & Up River

## SNOHOMISH COUNTY

610 Southeast Snohomish County  
730 Southwest Snohomish County  
740 Everett/Mukilteo  
750 East Snohomish County  
760 Northeast Snohomish County  
770 Northwest Snohomish County

## THURSTON COUNTY

441 Thurston Northwest  
442 Black Hills  
443 Tumwater  
444 Olympia Westside  
445 Boston Harbor  
446 Thurston Northeast

447 Olympia North  
448 Olympia South  
449 East Olympia  
450 Lacey  
451 Hawks Prairie  
452 Thurston Southeast  
453 Yelm/Rainier  
454 Thurston South  
455 Rochester

## WAHIAKUM COUNTY

413 Wahkiakum County

## WHATCOM COUNTY

850 Sudden Valley  
855 South Bay/Glenhaven  
860 Bellingham  
865 Meridian  
870 Ferndale/Custer  
871 Lummi Island/Eliza Island  
880 Blaine/Birch Bay  
881 Point Roberts  
885 Lynden  
890 Nooksack Valley  
895 Mount Baker/Deming

## OUT OF AREA

96 Asotin County  
131 Columbia County  
136 Garfield County  
244 Benton County  
245 Franklin County  
386 Lincoln County  
475 Yakima County  
501 Klickitat County  
561 Spokane County  
907 Walla Walla County  
940 Stevens County  
950 Skamania County  
980 Pend Oreille County  
990 Whitman County